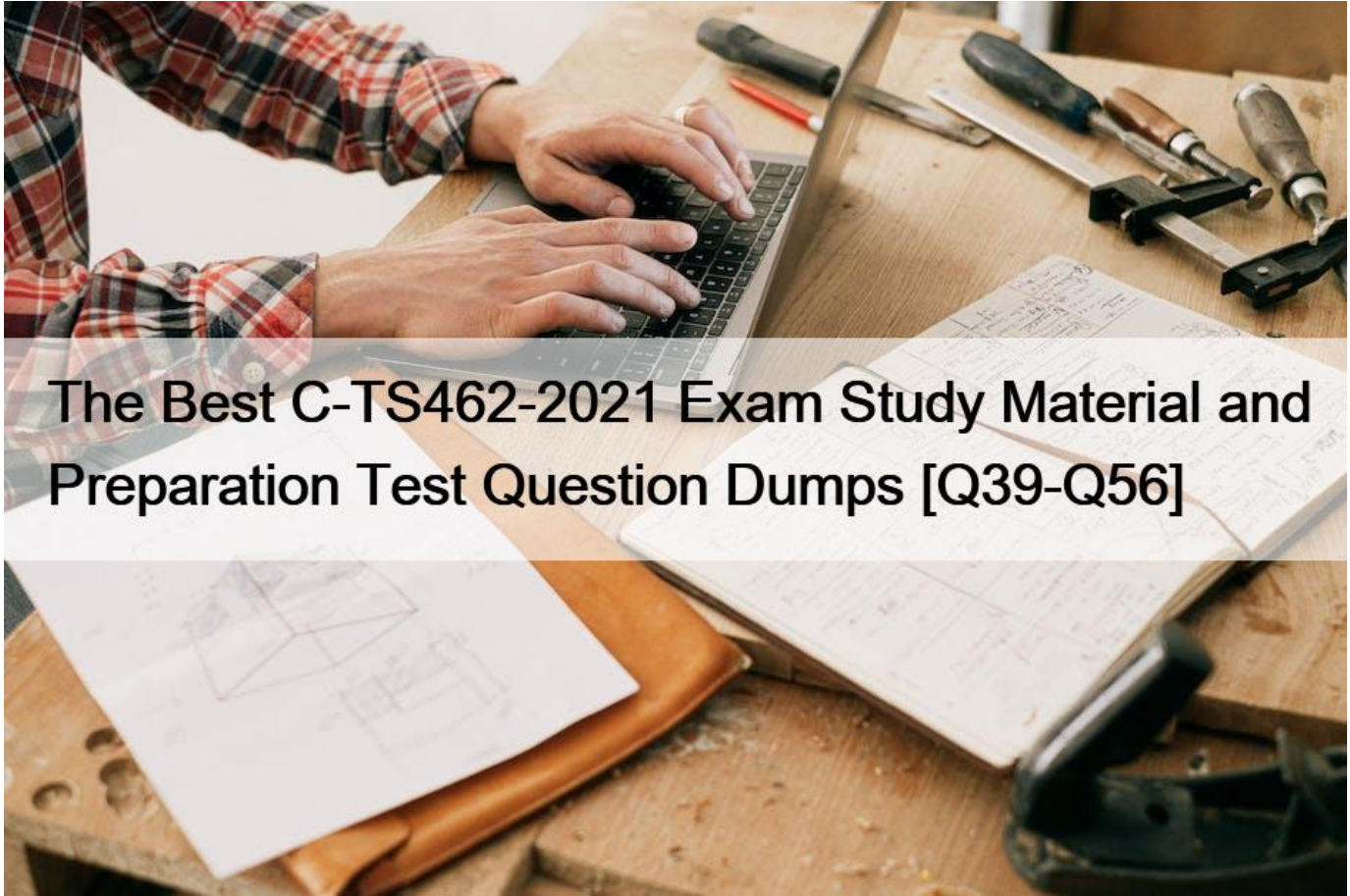


The Best C-TS462-2021 Exam Study Material and Preparation Test Question Dumps [Q39-Q56]



The Best C-TS462-2021 Exam Study Material and Preparation Test Question Dumps Get Ready to Pass the C-TS462-2021 exam Right Now Using Our SAP Certified Application Associate Exam Package

To prepare for the SAP C_TS462_2021 exam, candidates can enroll in SAP training courses or attend online training sessions. SAP also provides a range of study materials, including books, practice exams, and e-learning courses. It is recommended that candidates have practical experience in SAP S/4HANA Sales 2021 before attempting the exam to ensure they have a good understanding of the topics covered.

The SAP C-TS462-2021 is a certification exam that is designed to test the knowledge and skills of professionals who work in the field of sales using the SAP S/4HANA platform. This exam is intended for individuals who have experience with SAP solutions and want to validate their expertise in using the platform to support sales activities. The exam covers a range of topics related to sales processes and the use of SAP S/4HANA to enable sales teams to work more effectively and efficiently.

To pass the SAP C_TS462_2021 exam, candidates must understand the sales process in SAP S/4HANA Sales 2021 and the different

modules that are involved in it. They must also be familiar with the various functionalities of SAP S/4HANA Sales 2021, including pricing, billing, and shipping. Additionally, candidates must have practical experience in working with SAP S/4HANA Sales 2021 and must be able to apply their knowledge in real-world scenarios. Passing this certification exam will demonstrate to employers and clients that the individual has a thorough understanding of SAP S/4HANA Sales 2021 and is capable of implementing it effectively.

NO.39 How can you manage which materials can be released for a value contract? Note: There are 2 correct Answers to this question.

- * You assign a product hierarchy to the value contract.
- * You assign an assortment module to the value contract.
- * You set up the dependent profitability segment for the value contract.
- * You assign a life cycle profile in copying control.

NO.40 You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- * The special stock indicator in the item category of the main item
- * The item usage during the item category determination of each sub-item
- * The material group in the item category of the main item
- * The structure scope in the item category of the main item

NO.41 Which technology is used to support SAP S/4HANA Embedded Analytics?

- * SAP Java stack
- * SAP HANA SDA (Smart Data Access)
- * Pool and cluster tables
- * CDS views (Core Data Services)

NO.42 You can settle a condition contract using which of the following settlement types? Note: There are 3 correct Answers to this question.

- * Periodic settlement
- * Invoice list settlement
- * Delta settlement
- * Partial settlement
- * Final settlement

NO.43 Which of the following settings are required to be able to deliver a product? Note: There are 2 correct Answers to this question.

- * You need to set the Item Relevant for Delivery indicator in the item category.
- * You need to set up the item category as relevant for delivery-related billing.
- * You need to set the Schedule Lines Allowed indicator in the item category.
- * You need to set up copying control in Logistics Execution for the item category.

NO.44 What are characteristics of decision table processing, as used in BRF+ based output management?

- * Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- * It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- * Each table row may contain multiple condition column cells but only one result column cell.
- * Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.

NO.45 Which channels are supported by BRF+ Output Management? Note: There are 3 correct answers to this question.

- * Email
- * Dale

- * Print
- * XML
- * Fax

NO.46 What are characteristics of Core Data Services (CDS) views? Note: There are 2 correct Answers to this question.

- * CDS views speed up reporting by providing a dedicated persistency layer.
- * The analytical engine of embedded BW can be combined with CDS views to provide advanced reporting options.
- * CDS views replace the analytical engine of embedded BW.
- * CDS views are fully integrated into the ABAP development environment.

NO.47 To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- * Goods distribution can be optimized.
- * Picking processes can be accelerated.
- * Material requirements can be reduced.
- * Procurement costs can be reduced.

NO.48 Which field from the material master is used in route determination?

- * Delivering plant
- * Item category group
- * Transportation group
- * Loading group

NO.49 Your outbound deliveries must automatically determine storage locations. Where do you activate this?

- * Outbound delivery item category
- * Route
- * Outbound delivery type
- * Shipping point

NO.50 When you create billing documents, you want to ensure that their texts are sourced from the outbound delivery, not from the sales order. Where do you configure this?

- * Copying control
- * Delivery type
- * Billing type
- * Text determination procedure

NO.51 SAP S/4HANA combines Online Transaction Processing (OLTP) and Online Analytical Processing (OLAP) on a single platform. What are direct results of this? Note: There are 2 correct Answers to this question.

- * OLAP now uses real-time data.
- * OLTP now runs on the data sets provided by OLAP.
- * There is no longer a need for Extract, Transformation, and Load (ETL) activities.
- * OLAP now uses its own set of aggregated data.

NO.52 In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

- * Quantity contract
- * General value contract
- * Scheduling agreement
- * Material-related value contract

NO.53 Which controls can you set when you configure a schedule line category? Note: There are 2 correct Answers to this question.

- * Goods movement type
- * Structure scope
- * Create delivery group
- * Delivery relevance

NO.54 You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct Answers to this question.

- * Condition type groups
- * Condition record
- * Condition type
- * Condition category

NO.55 You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- * In the condition records for all discounts, you set the Exclusion indicator.
- * In the condition record for the special price, you maintain a maximum condition value.
- * In the condition records for the special price and the discounts, you activate the Condition Update indicator.
- * In the condition record for the special price, you set the Exclusion indicator.

NO.56 In a free goods scenario, which elements influence how the item category is determined for the free goods item? Note: There are 2 correct Answers to this question.

- * The item usage assigned to the discount condition type
- * The material price group from the customer master
- * The item category group from the material master
- * The item category of the higher-level item

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