



**Exam Dumps 360**

## Exam Code: **C\_TS462\_2021**

Exam Name | SAP Certified Associate - SAP S/4HANA Sales 2021

**Total No. of Questions: 80**

**Passing Percentage: 64%**

**Exam Duration: 180 Minutes.**

### Get In Touch

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## Question. 1

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- B. Division to sales organization
- C. Sales group to sales office
- D. Plant to combination of sales organization and distribution channel

**Answers B D**

## Question. 2

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Create condition with template transaction (transaction code VK14).
- B. Use the Change condition transaction (transaction code VK12).
- C. Use the Manage Prices – Sales app.
- D. Use the Creation of Price Lists app.

**Answers B C**

## Question. 3

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?

- A. The item usage during the item category determination of each sub-item
- B. The delivery group in the item category of the sub-item
- C. The structure scope in the item category of the main item
- D. The material entry type in the sales document type

**Answers C**

## Question. 4

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. Business partner category
- B. Customer hierarchy
- C. General value contract
- D. Preceding condition contract

**Answers B D**





## Question. 5

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Transactional apps
- B. SAP Smart Business
- C. SAP S/4HANA embedded analytics
- D. Factsheets

Answers C

