

# C\_TS462\_2022<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 2022

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**QUESTION 1**

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Order type
- C. Quotation type
- D. Order item category

Correct Answer: A

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**QUESTION 2**

To what do you assign a material listing procedure?

- A. Sales document type
- B. Sales item category
- C. Sales organization and sales document type
- D. Sales area, document pricing procedure, and customer pricing procedure

Correct Answer: A

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**QUESTION 3**

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

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

Correct Answer: BD

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**QUESTION 4**

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. Documents of both document types can use the same item category.

- B. In both cases, materials are priced and billed normally but the shipping is free of charge.
- C. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- D. A Delivery Free of Charge is used to deliver material due to a complaint.

Correct Answer: AC

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## QUESTION 5

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

Correct Answer: AD

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