[Q31-Q50 Try 100% Updated C_TS462_1909 Exam Questions [2023
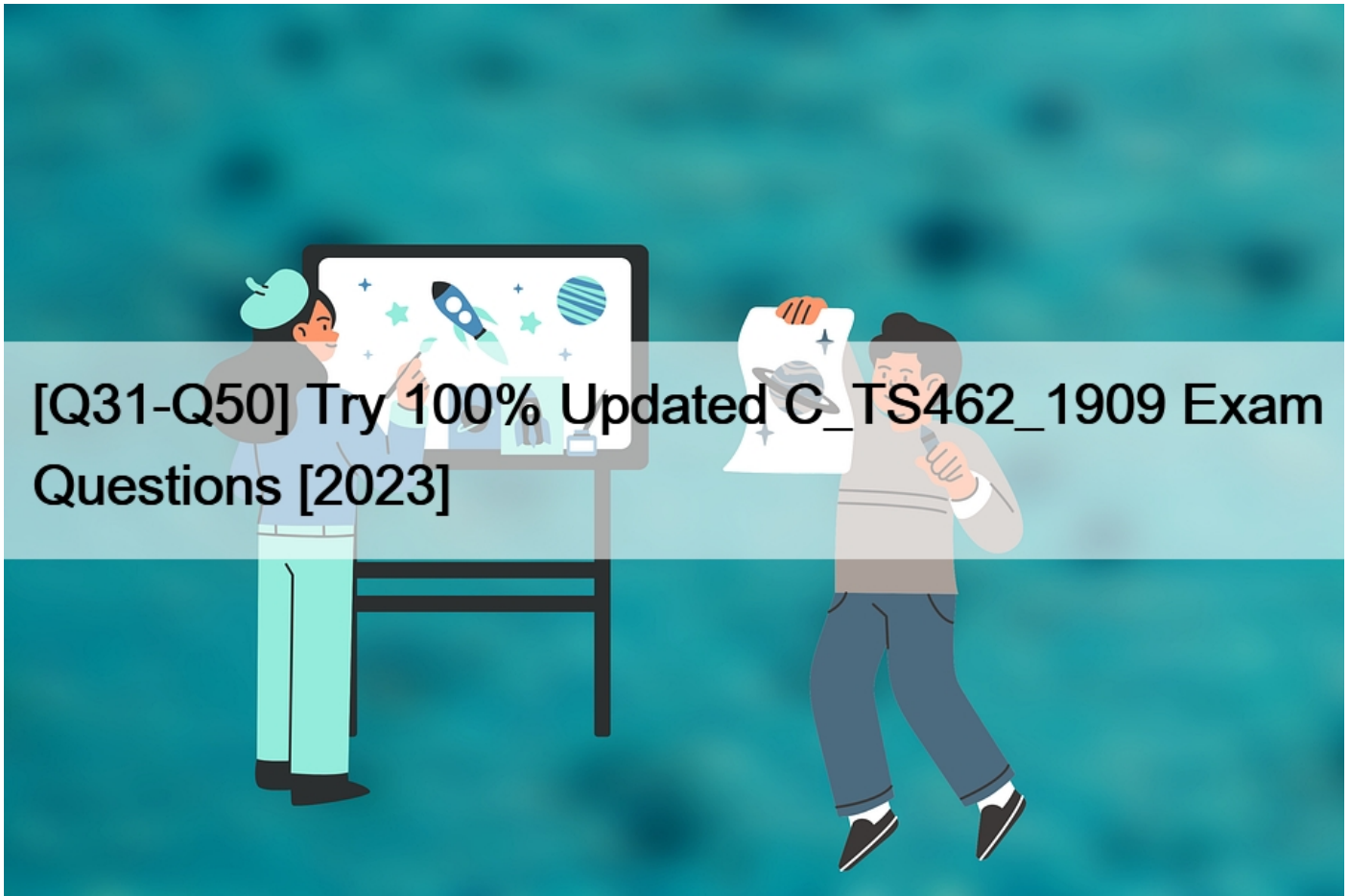

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SAP C_TS462_1909 certification exam is designed for individuals who possess fundamental knowledge and practical skills in the area of SAP S/4HANA Sales. SAP Certified Application Associate - SAP S/4HANA Sales 1909 certification validates the candidate's expertise in the implementation and customization of SAP S/4HANA Sales solutions. C_TS462_1909 exam covers various topics such as sales order management, pricing, billing, and delivery processing. It also tests the candidate's ability to configure and maintain master data, monitor sales performance, and troubleshoot common issues.

NO.31 Your project requires confirmation of sales order quantities for certain materials even if the stock of those materials is

currently below the safe y stock level. Where do you configure this?
* The Item Category group in the material master
* The Special Stock indicator in the Item category
* The scope of the availability check
* The Checking rule at transaction level

NO.32 What changes were made to the SAP ERP SD data model when it was converted to SAP S/4HANA? There are

2 correct answers to this question.
* Status fields were moved to the corresponding header and item tables
* The field length extension of the SD document category (VBTYP) was reduced to a 1- character data element
* The document flow table was changed to a process overview table that combines document flow and status information
* The document index tables were optimized for analytics

NO.33 In a customer system, a text item is transferred from a sales order to an outbound delivery. Which setting enables this?
* The delivery item category must contain a movement type
* The delivery document type must allow text items
* The sales item category must be relevant for delivery
* The sales item category for the text item must contain a movement type

NO.34 Which of the following are tables in the SAP S/4HANA sales data model? There are 2 correct answers to this question.
* Business Data
* LIS Table (Credit Management)
* Document Flow (Simplified)
* Status Header

NO.35 Which over-delivery options can be configured for a delivery item category? There are 2 correct answers to this question.
* Over-delivery rejected with an error message
* Over-delivery only possible if specified in a customer-material info record
* Over-delivery always allowed
* Over-delivery only possible if within tolerance

NO.36 A customer usually prefers complete delivery of a sales order. When creating a particular order, however, the customer would like to make an except on and allow partial deliveries. How would you proceed to do this?
* Deselect the Complete Delivery flag in the outbound delivery.
* Deselect the Complete Delivery flag in the sales order itself.
* Deselect the Complete Delivery flag in the customer-material info record.
* Deselect the Complete Delivery flag in the business partner master record.

NO.37 What can you trigger in the customizing of schedule line categories? (Choose two.)
* Creation of a purchase requisition
* Proposal of the delivery date
* Transfer of requirements
* Immediate creation of the delivery

NO.38 Where do you configure relevance for picking in SAP S/4HANA?
* Outbound delivery type
* Outbound delivery item category
* Material document type
* Schedule line category

NO.39 Which field from the customer master record determines the route?

* Delivery priority
* Incoterms
* Shipping conditions
* Delivering plant

NO.40 Which organizational unit represents the geographical aspect of the organization in Sales and Distribution?

Please choose the correct answer.

* Sales district
* Sales group
* Distribution channel
* Sales office

NO.41 What does SAP HANA use to classify the usefulness of data? Please choose the correct answer.

* Temperatures
* Confidentiality
* Colors
* Tiers

NO.42 What is the purpose of the condition type within the pricing process?

* To define the key fields of a pricing condition record
* To define which condition types are used and in which sequence
* To control the properties of pricing conditions
* To control the pricing procedure for each document

NO.43 What are some of the technologies within SAP Leonardo? There are 2 correct answers to this question.

* SAP Fiori
* Big data
* Blockchain
* OLTP

NO.44 Your project requires a rush order process in which a delivery document is automatically created immediately after the sales order is saved.

In which customizing object do you activate this?

* Copy control
* Sales item category
* Schedule line category
* Sales document type

NO.45 Which organizational units must you set up for billing? (Choose two.)

* Sales area
* Profit center
* Business area
* Company code

NO.46 Which of the following are characteristics of the down payment process in SAP S/4HANA? (Choose two.)

* The down payment value is a fixed amount or percentage

* The down payment uses a special settlement type (0S11)
* The down payment process uses periodic billing
* The down payment process uses a special billing type (FAZ)

NO.47 What characterizes SAP Smart Business? (Choose three.)
* It provides a set of SAP Fiori apps for your key business processes based on the SAP S/4HANA Model Company
* It provides key performance indicator (KPI) visualizations with semantic colors and target thresholds
* It consists of tiles in the SAP Fiori launchpad
* It provides an exception-based working model combining analytics with actions to solve issues
* It consists of a set of transaction codes for reports that can be linked to unique URLs

NO.48 You review the standard behavior of sales document items. Which of the following sales document items is marked as completely referenced, even if it is only partially referenced?
* An inquiry item referenced by a quotation
* A sales order item referenced by a delivery
* A quotation item referenced by a sales order
* A contract item referenced by a sales order

NO.49 Which organizational elements can you configure in Logistics Execution? Note: There are 3 correct answers to this question.
* Location
* Distribution channel
* Shipping point
* Warehouse number
* Loading point

NO.50 Which characteristics apply to listing and exclusion? There are 2 correct answers to this question.
* An existing condition record for a listing can be switched to an exclusion
* The listing and exclusion procedures are determined the same way as a pricing procedure in a sales order
* Listing and exclusion is based on the condition technique
* A single sales document can have both a listing and exclusion procedures assigned simultaneously

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