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# Question 1

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**Question Type:** MultipleChoice

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You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

## Options:

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A- Price lists

B- Pricing reports

C- Listing

D- Manage Prices - Sales app

## Answer:

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B, D

## Explanation:

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To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the 'Manage Prices - Sales' app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

## Question 2

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**Question Type: MultipleChoice**

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What must every condition record contain?

Note: There are 2 correct answers to this question.

**Options:**

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**A-** Scale

**B-** Calculation type

**C-** Quantity

**D-** Validity period

**Answer:**

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C, D

**Explanation:**

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Every condition record in SAP must contain:

D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.

C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.

While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

## Question 3

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**Question Type:** MultipleChoice

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What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

### Options:

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- A-** Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.
- B-** Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- C-** Fields are copied from the customer master tables to the sales order tables using the condition technique.
- D-** Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.

### Answer:

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A, B

### Explanation:

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In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

## Question 4

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**Question Type:** MultipleChoice

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Which option can you use to set up complex pricing scenarios?

Note: There are 2 correct answers to this question

## Options:

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- A- Define process categories
- B- Set up counter field
- C- Define requirements
- D- Add new fields for pricing

## Answer:

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C, D

## Explanation:

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To set up complex pricing scenarios in SAP, you can use the following options:

C . Define requirements: Requirements in the context of pricing are specific conditions that must be met for a pricing condition to apply. By defining custom requirements, you can control when a particular pricing condition becomes active, allowing for the creation of complex pricing scenarios based on various factors such as customer, material, sales area, etc.

D . Add new fields for pricing: By adding new fields to the pricing procedure, you can incorporate additional data points into your pricing calculations. This allows for more nuanced and complex pricing scenarios that take into account a wider range of variables, such as specific attributes of a customer, order, or material.

Setting up counter fields (Option B) can also contribute to complex pricing scenarios by allowing sequential processing of conditions that meet certain criteria, but the primary tools for creating complexity are defining requirements and adding new fields to accommodate

diverse pricing logic.

## Question 5

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**Question Type:** MultipleChoice

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Which pricing element uses a calculation type and scale base type?

### Options:

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- A- Condition Type
- B- Access Sequence
- C- Pricing Procedure
- D- Pricing Type

### Answer:

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A



## **Explanation:**

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The pricing element that uses a calculation type and scale base type is:

A . Condition Type

In SAP pricing, a condition type represents a specific aspect of the pricing process, such as a discount, surcharge, freight, or tax. The calculation type determines how the system calculates the value of the condition (e.g., as a percentage, a fixed amount, or based on quantity). The scale base type determines how the system should interpret scales associated with the condition type (e.g., based on the weight, value, or quantity of the items in the sales document).

## **Question 6**

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**Question Type:** MultipleChoice

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A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

**Options:**

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- A- Distribution channel
- B- Division
- C- Distribution chain
- D- Sales organization

**Answer:**

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C

**Explanation:**

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To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:

C . Distribution chain

In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods

## Question 7

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**Question Type: MultipleChoice**

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You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

### Options:

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- A- Address usage of the business partner
- B- Generic partner function
- C- Origin and source of the partner function
- D- Partner determination procedure

### Answer:

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A, D

### Explanation:

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In a sales document using multiple address handling, address determination can be configured at:

A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.

D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

## Question 8

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**Question Type:** MultipleChoice

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How do you limit the choice of order reasons for a sales document?

### Options:

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- A- Assign the permitted reasons to the relevant sales item category.
- B- Specify the permitted reasons in the customer material info record.
- C- Assign the permitted order reasons to the relevant sales document type.
- D- Specify the permitted order reasons in the relevant customer master.

### Answer:

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C

### Explanation:

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To limit the choice of order reasons for a sales document, you should:

C . Assign the permitted order reasons to the relevant sales document type.

This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

## Question 9

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**Question Type:** MultipleChoice

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Your company uses various strategies to supply your customers with goods and/or services. Which organizational structure element can be used to model these strategies?

### Options:

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A- Sales office

B- Distribution channel

C- Shipping point

D- Sales organization

**Answer:**

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B

**Explanation:**

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The organizational structure element used to model various strategies for supplying customers is:

B . Distribution channel: This element defines the path through which goods and services flow from the company to the customer and can be used to model different distribution strategies.

## Question 10

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**Question Type: MultipleChoice**

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In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

### Options:

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- A- Material-related value contract
- B- Scheduling agreement
- C- General value contract
- D- Quantity contract

### Answer:

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B

### Explanation:

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Confirmed material quantities and delivery dates are detailed in:

B . Scheduling agreement: This type of agreement includes specific delivery schedules, including quantities and dates, which are confirmed and can be adjusted as needed.

## Question 11

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**Question Type:** MultipleChoice

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When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

### Options:

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- A- Fill
- B- Redistribute
- C- Drop
- D- Gain
- E- Obtain

### Answer:

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A, B, D

### Explanation:

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Confirmation strategies available in backorder processing include:

A . Fill: This strategy aims to completely fulfill as many sales orders as possible.

B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.



D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

## Question 12

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**Question Type:** MultipleChoice

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Where can you control whether a material availability check can be performed? Note: There are 3 correct answers to this question.

### Options:

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- A- In the material master record
- B- In the schedule line category
- C- In the sales order item category
- D- In the customer master record
- E- In the requirements class

### Answer:

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A, B, E

## **Explanation:**

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A material availability check can be controlled from:

A . In the material master record: This contains settings related to availability checks for the material.

B . In the schedule line category: This determines whether and how availability checks are performed for schedule lines.

E . In the requirements class: This is linked to the material via the material master and controls the parameters for the availability check.

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