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## SAP Certified Application Associate-SAP S/4HANA Sales 1909

SAP C TS462 1909

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## QUESTION NO: 1

Which of the following describe the use of chats in SAP CoPilot? There are 2 correct answers to this question.

- A. The contents of a chat thread are chronological and traceable.
- B. Each chat must have at least one participant.
- C. It is NOT possible to reset the linked screen and link the chat to another screen.
- D. Each chat is automatically linked to the SAP Fiori screen on which it was created.

**ANSWER: A D**

## QUESTION NO: 2

What activities are supported by the Sales Order Fulfillment Monitor? There are 3 correct answers to this question.

- A. Recheck credit
- B. Complete warehouse orders
- C. Resolve shipping issues
- D. Change KPI data for sales
- E. Resolve incomplete data

**ANSWER: A C E**

## QUESTION NO: 3

Which packing option can be configured for a delivery item category? There are 3 correct answers to this question.

- A. Packing seasonal
- B. Packing allowed
- C. Packing automatic
- D. Packing not allowed

E. Packing mandatory

**ANSWER: B D E**

## QUESTION NO: 4

You need to ensure that an incomplete sales document CANNOT be saved. What must you do?

- A. Select the Dialog Message for Incompletion flag in the respective sales document type.
- B. Assign an incompleteness procedure to the respective item categories of the document.
- C. Assign an incompleteness procedure to the respective schedule line categories of the document.
- D. Select the Dialog Message for Incompletion flag in the respective schedule line categories.

**ANSWER: A**

## QUESTION NO: 5

You review the standard behaviour of sales document items. Which of the following sales document items is marked as completely referenced, even if it is only partially referenced?

- A. A sales order item referenced by a delivery
- B. A quotation item referenced by a sales order
- C. An inquiry item referenced by a quotation
- D. A contract item referenced by a sales order

**ANSWER: C**

## QUESTION NO: 6

What type of framework is SAP Smart Business? Please choose the correct answer.

- A. Hybrid framework
- B. Open framework
- C. Closed framework
- D. Transactional framework

**ANSWER: B**

## QUESTION NO: 7

To which combination of organizational units do you assign a warehouse number?

- A. Plant and material staging area
- B. Plant and storage type
- C. Plant and storage section
- D. Plant and storage location

**ANSWER: D**

## QUESTION NO: 8

What can you do in the Sales Order Fulfillment Monitor? There are 2 correct answers to this question.

- A. Start automatic pricing update for all sales orders
- B. Monitor sales orders in critical stages
- C. Execute order-related billing
- D. Check and edit the payment terms on header and/or item level

**ANSWER: B C**

## QUESTION NO: 9

What are the consequences of posting goods issue? Note: There are 3 correct answers to this question.

- A. The quantity in inventory management is updated.
- B. Delivery requirements in material planning are updated.
- C. A material document is posted.
- D. The warehouse task status is set to complete.
- E. A debit is posted to the customer account.

**ANSWER: A B C**

## QUESTION NO: 10

Which process step is mandatory in outbound delivery? Please choose the correct answer.

- A. Picking
- B. Transportation planning
- C. Packing
- D. Posting the goods issue

**ANSWER: D**