



SAP C_TS462_2020 STUDY GUIDE PDF

SAP S/4HANA Sales Certification Questions & Answers

Details of the Exam-Syllabus-Questions

C_TS462_2020

[SAP Certified Application Associate - SAP S/4HANA Sales 2020](#)

80 Questions Exam – 63% Cut Score – Duration of 180 minutes

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Get an Overview of the C_TS462_2020 Certification:

Who should take the [C_TS462_2020 exam](#)? This is the first question that comes to a candidate's mind when preparing for the S/4HANA Sales certification. The C_TS462_2020 certification is suitable for candidates who are keen to earn knowledge on the S/4HANA and grab their SAP Certified Application Associate - SAP S/4HANA Sales 2020. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But C_TS462_2020 study guide PDF is here to solve the problem. C_TS462_2020 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

Why Should You Earn the SAP C_TS462_2020 Certification?

There are several reasons why one should grab the C_TS462_2020 certification.

- The S/4HANA Sales certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [SAP Certified Application Associate - SAP S/4HANA Sales 2020](#) is a powerful qualification for a prosperous career.

What Is the SAP C_TS462_2020 S/4HANA Sales Certification Exam Structure?

Exam Name	SAP Certified Application Associate - SAP S/4HANA Sales 2020 SAP Certified Application Associate - SAP S/4HANA Sales 1909
Exam Code	C_TS462_2020 » SAP S/4HANA Sales Certification Online Practice Exam
Level	Associate
Exam Price	\$592 (USD)
Duration	180 mins
Number of Questions	80
Passing Score	C_TS462_2020 - 63% C_TS462_1909 - 65%
Reference Books	S4270 (SAP S/4HANA 2020) S4600 (SAP S/4HANA 2020) S4605 (SAP S/4HANA 2020) S4610 (SAP S/4HANA 2020) S4615 (SAP S/4HANA 2020) S4620 (SAP S/4HANA 2020) S4650 (SAP S/4HANA 2020) S4600 (SAP S/4HANA 1909) S4605 (SAP S/4HANA 1909 FP00) S4610 (SAP S/4HANA 1909) S4615 (SAP S/4HANA 1909 FP00) S4620 (SAP S/4HANA 1909 FP00) S4650 (SAP S/4HANA 1909)
Schedule Exam	SAP Training
Sample Questions	SAP S/4HANA Sales Certification Sample Question
Recommended Practice	SAP S/4HANA Sales Certification Practice Exam

Enhance Knowledge with C_TS462_2020 Sample Questions:

Question: 1

What characterizes the standard customer consignment process?

There are 2 correct answers to this question.

- a) You send material to the customer while continuing to value it in the delivering plant.
- b) You create warehouse tasks to realize the customer's consignment returns.
- c) You use a dedicated sales order type to record the customer's consumption of consignment stock.
- d) You create a billing document to finalize the process of a consignment pickup.

Answer: a, c

Question: 2

Which characteristics apply to listings and exclusions?

There are 2 correct answers to this question.

- a) Listings and exclusions are determined with a pricing condition.
- b) Listings and exclusions are set up using the condition technique.
- c) Listings and exclusions are set up using BRF+ (Business Rules Framework plus).
- d) Listings and exclusions can have the same material assigned to them.

Answer: b, d

Question: 3

Which of the following are characteristics of the Cash Sales process?

There are 2 correct answers to this question.

- a) The Cash Sales process has delivery-related billing.
- b) Order and delivery are created in two steps.
- c) The invoice amount is posted to a cash account.
- d) The invoice is printed from the order.

Answer: c, d

Question: 4

Your project requires you to maintain a new partner function, which should be copied from the customer master record to the sales order. How do you achieve this?

There are 2 correct answers to this question.

- a) Enhance the partner determination procedure for the account group and include the new partner function.
- b) Set up a new account group and specify the Business Partner Assignment field as mandatory.
- c) Enhance the partner determination procedure for the sales document type and include the new partner function.
- d) Set up copying control for the customer master record.

Answer: a, c

Question: 5

You need to create master records for material determination. Which of the following activities can you perform?

There are 3 correct answers to this question.

- a) Determine pricing for the substitute material.
- b) Enter reasons for substitution.
- c) Change the default validity period for the record.
- d) Enter multiple substitute materials per master record.
- e) Enter a substitution quantity for the material.

Answer: b, c, d

Question: 6

Which organizational assignment is required for a sales process?

Please choose the correct answer.

- a) Sales office to sales area
- b) Plant to sales area
- c) Division to plant
- d) Distribution channel to sales organization

Answer: d

Question: 7

Which sales configuration settings influence the shipping process?

There are 2 correct answers to this question.

- a) The default delivery type in the sales document type
- b) The movement type for goods issue in the sales order item category
- c) The settings for immediate delivery creation in the sales order item category
- d) The delivery relevance in the schedule line category

Answer: a, d

Question: 8

You want your SAP S/4HANA system to automatically include texts in sales orders. Which of the following are valid sources for these texts?

There are 2 correct answers to this question.

- a) Customer master record
- b) Customer material information record
- c) Pricing condition record
- d) Reference document schedule line

Answer: a, b

Question: 9

Which of the following settings are managed in the sales document item category?

There are 2 correct answers to this question.

- a) BOM explosion
- b) Pricing relevance
- c) Availability check

d) Mandatory reference

Answer: a, b

Question: 10

Which parameter on the material master record do you use to determine the route in a sales order?

Please choose the correct answer.

- a) Material group
- b) Loading group
- c) Segmentation structure
- d) Transportation group

Answer: d

What Study Guide Works Best in Acing the SAP C_TS462_2020 S/4HANA Sales Certification?

The C_TS462_2020 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the S/4HANA Sales exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

Get Expert Advice from the Training:

Do not forget to join the SAP C_TS462_2020 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

Avoid Dumps and Utilize the SAP C_TS462_2020 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, C_TS462_2020 practice tests always stand out to be the better choice than dumps PDF.

Avail the Proven C_TS462_2020 Practice Test for Success!!!

Do you want to pass the C_TS462_2020 exam on your first attempt? Stop worrying; we, ERPPrep.com are here to provide you the best experience during your S/4HANA Sales preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium C_TS462_2020 [practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.