



# SAP

*C\_TS462\_2021*

*SAP Certified Associate - SAP S/4HANA Sales 2021*

## Questions & Answers PDF

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## Question: 1

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition record
- B. Condition category
- C. Condition type groups
- D. Condition type

**Answer: A, D**

## Question: 2

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- B. Sales document item category
- C. Sales document type
- D. Delivery type

**Answer: C**

## Question: 3

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Loading group
- C. Transportation group
- D. Material freight group

**Answer: C, D**

## Question: 4

You maintain a sales order with several items and apply a freight charge. The system should

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automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Set up condition type groups for the freight charge.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Set up the freight charge as a header condition.
- D. Assign a group condition routine to the freight charge.

**Answer: A**

### 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).

**Answer: A, D**



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