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**Exam** : **C-TS462-1809**

**Title** : SAP Certified Application  
Associate - SAP S/4HANA Sales  
1809

**Vendor** : SAP

**Version** : DEMO

**NO.1** Where are the calculation type and scale basis type maintained?

Please choose the correct answer.

Response:

- A. Access sequence
- B. Condition record
- C. Pricing procedure
- D. Condition type

**Answer:** D

**NO.2** Which organizational unit is used for interim storage in EWM?

Please choose the correct answer.

Response:

- A. Storage location
- B. Door
- C. Activity area
- D. Staging area

**Answer:** D

**NO.3** You manually change the item category of a quotation item and create a subsequent sales order. You do NOT want the item category in the sales order to be determined automatically.

How do you achieve this?

Please choose the correct answer.

Response:

- A. Enter an alternative item category in the sales order type
- B. Choose "reference mandatory" in the quotation type
- C. Maintain a default item category in the copy control
- D. Define an item category usage for the item category determination

**Answer:** C

**NO.4** You want to use the material determination in sales orders to replace entered materials if they are not available. How can you achieve this?

Please choose the correct answer.

Response:

- A. Deactivate the ATP check in the schedule line and activate it in the material determination record
- B. Adjust the access sequence of the material determination to check the available quantities of the materials
- C. Choose a substitution reason with the 'Automatic' substitution strategy for the material determination
- D. Deactivate the availability check in the material master and use the material determination instead

**Answer:** C

**NO.5** Which of the following are characteristics of the SAP Fiori design?

There are 3 correct answers to this question.

Response:

- A. Design thinking methodology
- B. Information architecture
- C. Interaction patterns
- D. Unified user interface design
- E. Visual design

**Answer:** B,C,E

**NO.6** Which elements contribute to the available quantity an Available-to-Promise (ATP) check for a sales order item?

There are 3 correct answers to this question.

Response:

- A. Purchase orders
- B. Warehouse orders
- C. Stocks
- D. Shipment documents
- E. Sales documents

**Answer:** A,C,E

**NO.7** In SAP S/4HANA Sales, which steps in the sale from stock process are optional?

There are 2 correct answers to this question.

Response:

- A. Create sales order
- B. Calculate freight costs
- C. Create sales quotation
- D. Create delivery

**Answer:** A,B

**NO.8** Which of the following is an outbound process in EWM?

Please choose the correct answer.

Response:

- A. Transportation unit processing
- B. Internal routing
- C. Outbound delivery processing
- D. Picking optimization, packing, staging and load management

**Answer:** D

**NO.9** Which time elements are included in backward scheduling for a sales order?

There are 2 correct answers to this question.

Response:

- A. Shipping processing time
- B. Planned delivery time
- C. Loading time

**D.** Transit time

**Answer:** C,D

**NO.10** Which steps must be completed to implement a new SAP Fiori tile for a specific evaluation?

There are 3 correct answers to this question.

Response:

**A.** Create the exception report in the background system

**B.** Create the tile and assign it to the KPI

**C.** Create the tile and assign it to the evaluation

**D.** Define the required thresholds

**E.** Create a new KPI

**Answer:** B,C,E