

Exam Code: **C_TS462_2022**

Exam Name | SAP Certified Associate - SAP S/4HANA Sales 2022

Total No. of Questions: 80

Passing Percentage: 61%

Exam Duration: 180 Minutes.



Question 1

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text procedure assignment
- B. Access sequence
- C. Text ID
- D. Text determination procedure

Answer D

Question 2

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. SAP Smart Business
- B. SAP S/4HANA embedded analytics
- C. Transactional apps
- D. Factsheets

Answer 2

Question 3

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?

- A. Distribution channel
- B. Sales organization
- C. Shipping point
- D. Sales office

Answer A

Question 4

You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

- A. The material master data
- B. The higher-level item
- C. The sales organization
- D. The customer master data

Answer A B

Question 5

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- B. It supports an exception-based working model.
- C. SAP Smart Business is configured entirely based on SAP Best Practices.
- D. It combines real-time insights with analytics and transactional follow-up activities.
- E. Key performance indicators (KPIs) are visualized and target thresholds can be

defined.

Answer B D E

