



**Vendor:** SAP

**Exam Code:** C\_TSCM62\_66

**Exam Name:** SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP6

**Version:** DEMO

**QUESTION 1**

Which SAP NetWeaver component ensures company-wide unification of data and information in heterogeneous IT environments?

- A. Enterprise Portal
- B. Knowledge Management
- C. Enterprise Search
- D. Master Data Management

**Answer: D**

**QUESTION 2**

What Service Desk feature provides all the functions to analyze and monitor an entire SAP solution centrally?

- A. Root cause analysis
- B. Implementation Roadmap
- C. SAP Notes
- D. SAP Solution Manager diagnostics

**Answer: D**

**QUESTION 3**

Which SAP NetWeaver component realizes cross-system application processes?

- A. SAP Exchange Infrastructure (SAP XI) / SAP Process Integration (SAP PI)
- B. SAP Enterprise Portal (SAP EP)
- C. SAP Master Data Management (SAP MDM)
- D. SAP Business Warehouse (SAP BW)

**Answer: A**

**QUESTION 4**

A customer is to be billed on the last day of every month, regardless of when the order and the delivery are processed.

Which procedure fulfills this requirement?

- A. Maintain a factory calendar with a single date per month and assign it to the customer master record of the payer.
- B. Maintain a billing date profile and assign it to the sales document type.
- C. Maintain a customer-specific billing due list variant and schedule a periodic job.
- D. Use the condition technique and assign a billing date determination profile to the customer master record of the payer.

**Answer: A**

**QUESTION 5**

Which complaint request document is created with a mandatory reference to a billing document?

- A. Invoice correction request
- B. Returns
- C. Credit memo request
- D. Debit memo request

**Answer:** A

**QUESTION 6**

What data elements that are delivered with the SAP standard configuration represent split criteria in billing creation? (Choose three)

- A. Payer
- B. Material group
- C. Billing date
- D. Ship-to party
- E. Terms of payment

**Answer:** ACE

**QUESTION 7**

What is the purpose of using billing due lists? (Choose two)

- A. To initiate a dunning run in Financials
- B. To process sales orders and deliveries that are due for billing
- C. To periodically create billing documents
- D. To release orders that are blocked for billing

**Answer:** BC

**QUESTION 8**

Which statements relating to output processing are correct? (Choose two)

- A. Each output type can have only one transmission medium assigned to it.
- B. The access sequence of the output determination procedure defines which document data is shown in the output presentation.
- C. If you want to include new document fields in an output, you must enhance the form that is assigned to the output type.
- D. The permitted transmission mediums are assigned to the output type in Customizing.

**Answer:** CD

**QUESTION 9**

What can you do if you configure only the account group?

- A. You can determine the account determination procedure.
- B. You can hide fields in the customer master.
- C. You can define two number ranges per account group.
- D. You can create and add new fields to the customer master.

**Answer: B**

**QUESTION 10**

Only texts of a specific text type should be printed using a SAPscript form. Which configuration is required?

- A. The text type has to be flagged as relevant for printing.
- B. The text type has to be included in a new print output program.
- C. The text type has to be included in the relevant form.
- D. The text type has to be assigned directly to the relevant access sequence.

**Answer: C**

**QUESTION 11**

Which statement regarding the copy control is correct?

- A. The copy control for sales documents controls the transfer of data at header, item, and schedule line level.
- B. The copy control allows you to create sales documents with reference to other sales documents, delivery documents, and billing documents.
- C. The item category of the target document must always be specified in the copy control.
- D. The pricing in the source document is changed automatically when you create a sales document with reference and change the pricing.

**Answer: A**

**QUESTION 12**

During quotation processing, a new quotation header text should be entered by the users. Which configuration is necessary?

- A. An access sequence has to be assigned to the text object.
- B. You have to decide whether texts are referenced or copied for the relevant item categories.
- C. A new text type has to be created and assigned to the respective document type.
- D. A new text type has to be created and added to the respective text determination procedure.

**Answer: D**

**QUESTION 13**

What part of the text control directly determines the copying of a text from a source text object into another text type?

- A. Condition table
- B. Text determination procedure
- C. Access sequence
- D. Text type

**Answer: C**

**QUESTION 14**

For what purposes can you use transaction variants? (Choose two)

- A. To define values in a selection screen for a report
- B. To add new external fields to the sales document
- C. To hide fields in a sales order
- D. To define default values for data fields

**Answer:** CD

**QUESTION 15**

What do you have to consider when configuring the sales process "quotation sales order"? (Choose two)

- A. Set up the item category of the quotation so that it is created with mandatory reference to a sales order.
- B. Define the "Default Item Category" in copying control for all manually maintained item categories in the quotation.
- C. Specify how pricing data should be handled when copying items.
- D. Define the item category of the quotation as relevant for ordering.

**Answer:** BC

**QUESTION 16**

Which of the following functions can be used to display an overview of customer-specific prices for various customers on one screen?

- A. Pricing log
- B. Net price list
- C. Pricing analysis
- D. Pricing report

**Answer:** D

**QUESTION 17**

In which of the following master records can partial delivery agreements be stored? (Choose two)

- A. In the customer material info record
- B. In the material master record
- C. In the condition master record
- D. In the customer master record

**Answer:** AD

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