

# **SAP**

## **Exam C\_TSCM62\_66**

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

**Verson: Demo**

**[ Total Questions: 10 ]**

**Question No : 1**

Your finance team wants sales revenues for customers of affiliated companies to be posted to a different sales revenue account in the general ledger.

Which of the following steps are required?(Choose three)

- A.** Maintain the requested sales revenue account directly in the payer's customer master record.
- B.** Assign the predefined account assignment group to the customer master for all customers of affiliated companies.
- C.** Create and assign the account key of affiliated companies directly in the payer's customer master record.
- D.** Assign the affected sales revenue account to the key combination in Customizing that includes the account assignment group field.
- E.** Assign an access that includes the account assignment group as a key field within the access sequence used for account determination.

**Answer: B,D,E**

**Question No : 2**

You are using customer hierarchies. Discount HI01 should be based on the values maintained on the different nodes of a customer hierarchy.

Which option allows you to integrate this discount into your pricing strategy?

- A.** Implement a pricing procedure that contains condition type HI01 several times according to the number of levels of your customer hierarchy.
- B.** Assign an access sequence, consisting of multiple accesses using the same condition table, to condition type HI01.
- C.** Set condition type HI01 as a structure condition and maintain records based on this condition for the different hierarchy nodes.
- D.** Set the hierarchy flag within the condition record of HI01 for the main node.

**Answer: B**

**Explanation:**

**Question No : 3**

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

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

**Answer: D**

**Question No : 4**

You have maintained condition records for a sales discount on different levels. If multiple condition records for this discount are found within a sales order, only the best condition for the customer should be active.

How do you implement this business requirement?

- A. Use group conditions.
- B. Use a reference condition type.
- C. Use hierarchy accesses.
- D. Use condition exclusion.

**Answer: D**

**Question No : 5**

You have been asked to change a process so that only automatically determined conditions are re-determined in the billing document during sales invoicing.

Where is this behavior controlled?

- A. In the item category of the billing type
- B. In the billing type
- C. In the copy control at item level
- D. In the condition type

**Answer: C**

**Question No : 6**

In addition to the external balance sheet, you want to create an internal balance sheet based on additional criteria – particularly with regard to divisions.

How do you fulfill this requirement?

- A.** Create business areas and assignment rules to determine the particular business area.
- B.** Create business areas and assign them directly to company codes.
- C.** Create business areas and assign them by using the account assignment group for payers.
- D.** Create an additional company code that is flagged as relevant for the internal balance sheet.

**Answer: A**

**Question No : 7**

Which statement regarding copying control is correct?

- A.** The copying requirements for sales documents can be specified at header and item level only.
- B.** Copying 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 copying control.
- D.** Copying control for sales documents controls the transfer of data at header, item, and schedule-line level.

**Answer: D**

**Question No : 8**

What do you have to consider when you change customer master data?(Choose two)

- A. Customer master data is transferred to the sales order and cannot be changed there.
- B. Several different partner functions can be assigned in the sales area data of the customer master.
- C. Address changes in the customer master affect existing documents in the system.
- D. A customer can have only one unloading point.

**Answer: B,C**

**Question No : 9**

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

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

**Answer: B,C**

**Question No : 10**

Which of the following must you consider when you use quantity contracts?

- A. Quantity contract items will trigger the transfer of requirements.
- B. Quantity contracts are delivered using a contract release order.
- C. Quantity contract items will show up in the delivery due list when they are ready for delivery.
- D. Quantity contracts contain details about the customer's requested delivery dates.

**Answer: B**