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**Exam** : **C-TSCM62-66**

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

**Vendor** : SAP

**Version** : DEMO

NO.1 Which of the following document flows describe possible standard sales processes?(Choose two)

- A. Inquiry -> quotation -> value contract -> order with reference to the value contract -> invoice -> accounting document
- B. Invoice correction request with reference to a standard order -> delivery -> transfer order -> post goods issue -> invoice -> accounting document
- C. Inquiry -> quotation -> order -> shipment -> transfer order -> post goods issue -> invoice -> accounting document
- D. Standard order with reference to a quotation -> delivery -> transfer order -> post goods issue -> invoice -> accounting document

**Answer:** A,D

NO.2 If the material entered in the sales order is not available, how is the user alerted to this situation?

- A. The availability control screen is displayed.
- B. The system automatically sets the order quantity to zero.
- C. The incompleteness log displays the unconfirmed schedule line as a missing field.
- D. The system highlights the schedule line.

**Answer:** A

NO.3 Your company wants to have a new condition record for freight costs.

The condition type should consider the gross weight of all the order items and handle the following scale:

- From 0 kg - 8 EUR
- From 1 kg - 12 EUR
- From 5 kg - 16 EUR
- From 10 kg - 20 EUR

Which of the following do you have to configure in the condition type to meet this requirement?(Choose two)

- A. Set the Exclusion indicator to net price.
- B. Set the calculation type to fixed amount.
- C. Select the Header condition checkbox.
- D. Select the Group condition checkbox.

**Answer:** B,D

NO.4 What steps are included in the cash sales process?(Choose two)

- A. When you save the cash sales, the system prints a document - BA00 - that can be given to the customer as an order confirmation.
- B. When you save the cash sales, the system prints a document that can be given to the customer as an invoice. This document is controlled with output type RD03.
- C. When you save the cash sales, the system automatically creates a delivery.
- D. When you save the cash sales, there is no need for a delivery and goods issue posting because the customer receives the products immediately.

**Answer:** B,C

Explanation:

Topic11,Sales process

NO.5 Which of the following statements regarding partner determination are correct?(Choose two)

- A. The origin of partners that are automatically determined during the creation of sales documents is controlled using a condition type.
- B. When you create a standard order, the permitted partners are automatically copied from the customer master to the document.
- C. In a partner determination procedure, all allowed partner functions are listed.
- D. Partner determination procedures can be defined in sales documents at header, item, and schedule-line level.

**Answer:** B,C

NO.6 You have configured a sales document type with the following number systems:

- Number range internal assignment: 01
- Number range external assignment: 02
- Item number increment: 10
- Subitem increment: 1.

What are the actions and consequences when you create a sales order based on this document type?(Choose two)

- A. Action: You enter a sales document number manually and save the sales document. Consequence: A number from number range 01 is assigned to the document.
- B. Action: You enter a bill of material (BOM). Consequence: The subitems are numbered with increments of one.
- C. Action: You enter a sales document. Consequence: You can enter an external document number from number range 02 or receive an internally assigned document number after saving.
- D. Action: You save the sales order. Consequence: A new sequential document number is generated by number range 02.

**Answer:** B,C

NO.7 How does SAP make new functions of the SAP ERP system available to the customer?

- A. Via enhancement packages
- B. Via Support Packages
- C. Via best practices
- D. Via add-ons

**Answer:** A

Explanation:

Topic4,Billing (basics)

NO.8 Which of the following statements regarding the organizational assignment of plants are correct?(Choose two)

- A. Delivering plants must be assigned to the same company code as the sales organization.

- B. Each plant can be assigned to just one company code.
- C. A plant must be assigned to at least one combination of sales organization and distribution channel so that it can be used as a delivering plant.
- D. A plant can be assigned to multiple company codes.

**Answer:** B,C

NO.9 You have set up condition type K029 as a gross-weight-calculated discount based on the material group. You now want to implement this for ordered materials belonging to the same material group. The system should accumulate the gross weight of the items to determine the scale rate.

For the required weight accumulation, which of the following must you use for condition type K029?

- A. Group condition
- B. Condition supplements
- C. Scale basis
- D. Scale formula

**Answer:** A

NO.10 When you create a new sales order, which master data is automatically copied to the sales order?(Choose two)

- A. The incoterms from the sales area data of the sold-to party
- B. The price list from the general data of the bill-to-party
- C. The terms of payment from the company code data
- D. The agreement on partial deliveries from the sales area data of the ship-to party

**Answer:** A,D