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**Exam** : **C\_TSCM62\_67**

**Title** : SAP Certified Application  
Associate - Sales and  
Distribution, ERP 6.0 EhP7

**Vendor** : SAP

**Version** : DEMO

**NO.1** Which of the following statements regarding quantity contracts is correct? Please choose the correct answer.

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

**Answer:** C

**NO.2** In a sales order, which parameter can be used for the route determination? Please choose the correct answer.

- A. The shipping condition of the sold-to party
- B. The departure zone of the plant
- C. The loading group assigned to the material
- D. The incoterms of the ship-to party

**Answer:** A

**NO.3** Business area can be determined in sales through... There are 3 correct answers to this question.

- A. Plant and item division
- B. Sales organization, distribution channel and item division.
- C. Sales organization, distribution channel and plant
- D. Distribution channel and plant
- E. Sales area

**Answer:** A,B,E

**NO.4** Which of the following two statements are correct? There are 2 correct answers to this question.

- A. Delivery relevance in the item category at sales order level is valid only for text or value items.
- B. The goods issue movement type is defined at the schedule line category level.
- C. Delivery scheduling will be terminated if sufficient stock is not available in the warehouse.

**Answer:** A,B

**NO.5** Which one of the following pricing element controls the pricing so that customer specific price is selected rather than the general material price to be used during automatic price determination in a sales document? Please choose the correct answer.

- A. Condition type.
- B. Pricing Procedure.
- C. Condition record.
- D. Access sequence.
- E. Condition table.

**Answer:** D

**NO.6** At which organisational level can the material master be maintained for the sales-- salesorg

data1 and sales--salesorg 2? Please choose the correct answer.

- A. Sales organisation and distribution channel
- B. Sales organisation and plant
- C. Sales organization
- D. Sales organisation, distribution channel and division

**Answer:** A

**NO.7** Which statement about consignment fill-up is correct? Please choose the correct answer.

- A. For the consignment fill-up, a particular movement type is defined in the item category of the outbound delivery.
- B. In the consignment fill-up, the corresponding material becomes the property of the customer only after the goods issue.
- C. The material remains in the valuated stock of the delivering plant even after the consignment fill-up.
- D. The consignment fill-up is relevant for billing.

**Answer:** C

**NO.8** In which of the following circumstances can function be controlled by the item category? There are 3 correct answers to this question.

- A. If an item is relevant for pricing
- B. If schedule line items are allowed
- C. If an item is relevant for rejection and reason for rejection is assigned to it
- D. If the availability check is performed
- E. If an item is relevant for billing

**Answer:** A,B,E