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SAP

C_TS460_1709

SAP Certified Application Associate - SAP S/4HANA Sales Upskilling

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Version product

Question: 1

At which organizational level can the material master be maintained for the "Sales: Sales Org. Data 1" and "Sales: Sales Org. Data 2" views?

Please choose the correct answer.

Response:

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

Answer: B

Question: 2

What elements are used to determine a picking location with the "MALA Rule"?

There are 3 correct answers to this question.

Response:

- A. Warehouse number
- B. Shipping conditions
- C. Plant
- D. Storage conditions
- E. Shipping point

Answer: C,D,E

Question: 3

What is the characteristic of an access sequence?

Please choose the correct answer.

Response:

- A. It defines the key fields of the condition records
- B. It contains the steps showing how the condition types are linked
- C. It contains the hierarchy of the condition tables search
- D. It represents the properties of the pricing conditions

Answer: C

Question: 4

Which of the following are parts of SAP Best Practices for SAP S/4HANA?

There are 3 correct answers to this question.

Response:

- A. Business Explorer
- B. Scope Items
- C. Solution Explorer
- D. Solution Package
- E. Building Blocks

Answer: A,B,C

Question: 5

For which condition types can you maintain a condition master record for pricing?

There are 2 correct answers to this question.

Response:

- A. Surcharges – KP01
- B. Freight – KF00
- C. Cash discount – SKTO
- D. Costs – VPRS

Answer: A,B

Question: 6

Which elements are part of item category determination?

There are 3 correct answers to this question.

Response:

- A. Sales document type
- B. SD document category
- C. Higher level item category
- D. Material group
- E. Item category group

Answer: A,C,E

Question: 7

What capabilities does SAP S/4HANA embedded analytics provide?

There are 2 correct answers to this question.

Response:

- A. Automatic update of story boards
- B. Strategic analysis
- C. Real time decision support
- D. Comparison of current data with historical data to identify trends

Answer: B,D

Question: 8

The shipping condition in a sales order?

Please choose the correct answer.

Response:

- A. Sold-to party
- B. Bill-to party
- C. Ship-to party
- D. Payer

Answer: C

Question: 9

When you migrate customer information from SAP ERP to SAP S/4HANA, what must you do?

Please choose the correct answer.

Response:

- A. Convert all customers and vendors to business partners
- B. Convert all vendors to customer master transactions
- C. Update all custom code that calls customer master transactions
- D. Convert all open sales orders to the new data model

Answer: A

Question: 10

What types of issues can you resolve with SAP Smart Business for Sales Order Fulfillment?

There are 3 correct answers to this question.

Response:

- A. Reverse Invoice List
- B. Billing block
- C. Account determination
- D. Incomplete data
- E. Unconfirmed quantities

Answer: B,D,E

Question: 11

What type of data does SAP Core Data Services (CDS) use to deliver operational reporting?
Please choose the correct answer.
Response:

- A. Live transactional data
- B. Replicated transactional data
- C. Hybrid transactional data
- D. Aggregated data

Answer: A

Question: 12

Which packing option can be configured for a delivery item category?
There are 3 correct answers to this question.
Response:

- A. Packing not allowed
- B. Packing seasonal
- C. Packing automatic
- D. Packing allowed
- E. Packing mandatory

Answer: A,D,E

Question: 13

Which activity can be completed within a shipping process?
There are 2 correct answers to this question.
Response:

-
- A. Scrapping
 - B. Packing
 - C. Goods issue posting
 - D. Execution of transfer posting

Answer: B,C

Question: 14

What kind of billing plan is used to set up down payments for a sales process?

Please choose the correct answer.

Response:

- A. Payment plan
- B. Installment plan
- C. Periodic billing
- D. Milestone billing

Answer: D

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