

# C\_TS460\_1809<sup>Q&As</sup>

C\_TS460\_1809 : SAP Certified Application Associate - SAP S/4HANA  
Sales 1809 Upskilling

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**QUESTION 1**

You want to extend the material master record to another sales organization and distribution channel. Which activity do you have to perform to achieve this? Please choose the correct answer.

- A. Change material
- B. Change material type
- C. Create material
- D. Create material type

Correct Answer: A

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**QUESTION 2**

What can sales representatives do using SAP Smart Business tools? There are 3 correct answers to this question.

- A. Resolve issues with sales orders blocked for delivery or billing
- B. Request creation of new business partner master data
- C. Edit the payment terms in a sales order
- D. Obtain a graphical overview of sales documents and their status
- E. Allocate a sales order to a different sales area

Correct Answer: ACD

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**QUESTION 3**

Your company wants to have the same master data for all customers regardless of the distribution channel and the division. Which functionality do you use?

Please choose the correct answer.

- A. Customer account group
- B. Common master data
- C. Representative sales organization
- D. Cross division sales

Correct Answer: B

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**QUESTION 4**

Which of the following functions are controlled by the delivery item category? There are 3 correct answers to this question.

- A. Transportation relevance
- B. Automatic batch determination
- C. Availability check
- D. Delivery umber assignment
- E. Packing control

Correct Answer: BCE

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**QUESTION 5**

Where can you set the delivery relevance? There are 2 correct answers to this question.

- A. Item category
- B. Ship-to party
- C. Schedule line category
- D. Sales document type

Correct Answer: AC

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