

C_TS460_1809^{Q&As}

C_TS460_1809 : SAP Certified Application Associate - SAP S/4HANA
Sales 1809 Upskilling

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QUESTION 1

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

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

Correct Answer: A

QUESTION 2

What does SAP HANA use to classify the usefulness of data? Please choose the correct answer.

- A. Tiers
- B. Confidentiality
- C. Temperatures
- D. Colors

Correct Answer: C

QUESTION 3

In SAP S/4HANA, what does SAP Extended Warehouse Management (SAP EWM) determine during sales order fulfillment? Please choose the correct answer.

- A. The applicable putaway strategy
- B. The optimal utilization of container space
- C. The stocked and suitable storage bins
- D. The sequence of transport unit unloading

Correct Answer: C

QUESTION 4

In SAP S/4HANA Sales, which steps in the sale from stock process are optional? There are 2 correct answers to this question.

- A. Create sales order
- B. Calculate freight costs
- C. Create delivery
- D. Create sales quotation

Correct Answer: BD

QUESTION 5

You want to ensure that an incomplete document cannot be saved. How can you achieve this? Please choose the correct answer.

- A. Set the dialog message for incompleteness for the sales document type
- B. Select the "Warning" indicator for the fields in the incompleteness procedure
- C. Assign a status group to the fields that should be checked for completeness
- D. Assign an incompleteness procedure to the respective item categories

Correct Answer: A

QUESTION 6

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

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

Correct Answer: BC

QUESTION 7

What types of issues can you resolve with SAP Smart Business for Sales Order Fulfillment? There are 3 correct answers to this question.

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

E. Unconfirmed quantities

Correct Answer: ADE

QUESTION 8

What can you identify in the customer material information record? There are 3 correct answers to this question.

- A. A specific delivery agreement
- B. A specific route schedule
- C. The customer-specific price
- D. A specific delivering plant
- E. The customer material number

Correct Answer: ADE

QUESTION 9

Your customer wants to ship as much material as possible on a requested date and does NOT want any subsequent deliveries in case of shortage.

What do you set to achieve this requirement?

Please choose the correct answer.

- A. The "No limit to subsequent deliveries" indicator
- B. The "Only complete delivery (per item) allowed" indicator
- C. The "Complete delivery" indicator in the sales order header
- D. The "One delivery with quantity greater than zero has to be created" indicator

Correct Answer: D

QUESTION 10

In SAP S/4HANA, what does SAP Extended Warehouse Management (SAP EWM) determine during sales order fulfillment? Please choose the correct answer.

- A. The sequence of transport unit unloading
- B. The optimal utilization of container space
- C. The applicable putaway strategy

D. The stocked and suitable storage bins

Correct Answer: D

QUESTION 11

The shipping condition in a sales order? Please choose the correct answer.

A. Ship-to party

B. Payer

C. Bill-to party

D. Sold-to par

Correct Answer: D

QUESTION 12

Your company wants to set up a freight surcharge with sales based on a total weight of all items in a sales order. How do you set up this requirement?

Please choose the correct answer.

A. With a calculation rule

B. Asa header condition

C. With a graduated-to interval scale

D. Asa group condition

Correct Answer: D

QUESTION 13

Which assignment is correct for the sales organization? Please choose the correct answer.

A. A distribution channel can be assigned to only one sales organization.

B. A sales organization can be assigned to only one company code.

C. A division can be assigned to only one sales organization.

D. A sales office can be assigned to only one sales organization.

Correct Answer: B

QUESTION 14

Which of the following actions can you directly execute in the SAP Fiori app "Manage Sales Orders"? There are 3 correct answers to this question.

- A. Create sales orders
- B. Reject all items in a sales order
- C. Release credit blocks
- D. Remove billing blocks
- E. Create billing documents

Correct Answer: ABD

QUESTION 15

In SAP S/4HANA Sales, which steps in the sale from stock process are optional? There are 2 correct answers to this question.

- A. Create sales order
- B. Calculate freight costs
- C. Create delivery
- D. Create sales quotation

Correct Answer: BD

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