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

SAP C_TS460_1709

Version Demo

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QUESTION NO: 1

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Which organizational unit is used for interim storage in EWM? Please choose the correct answer.

A. Door

B. Staging area

C. Activity area

D. Storage location

ANSWER: B

QUESTION NO: 2

Where do you assign a contract profile? Please choose the correct answer.

A. Sales document type

B. Customer master

C. Billing document type

D. Item category

ANSWER: A

QUESTION NO: 3

Which steps must be completed to implement a new SAP Fiori tile for a specific evaluation? There are 3 correct answers to this question.

A. Create a new KPI

B. Create the tile and assign it to the evaluation

C. Create the tile and assign it to the KPI s/ Define the required thresholds

D. Create the exception report in the background system

ANSWER: A B D

QUESTION NO: 4

Which of the following settings can you configure in the sales document type? There are 3 correct answers to this question.

A. Schedule lines allowed

B. Delivery relevance

C. Default billing type

D. Immediate delivery

E. Mandatory reference

ANSWER: C D E

QUESTION NO: 5

In SAP S/4HANA, what does SAP Extended Warehouse Management (SAP EWM) determine during sales order fulfillment?

Please choose the correct answer.

A. The stocked and suitable storage bins

B. The optimal utilization of container space

C. The sequence of transport unit unloading

D. The applicable putaway strategy

ANSWER: A

QUESTION NO: 6

What kind of billing plan is used to set up down payments for a sales process? Please choose the correct answer.

A. Payment plan

B. Periodic billing

C. Milestone billing

D. Installment plan

ANSWER: C

QUESTION NO: 7

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 billing documents

B. Create sales orders

C. Release credit blocks

D. Remove billing blocks

E. Reject all items in a sales order

ANSWER: B D E

QUESTION NO: 8

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

A. Scrapping

B. Goods issue posting

C. Packing

D. Execution of transfer posting

ANSWER: B C

QUESTION NO: 9

There are already sales orders in the system. You increase the price of your products and want to invoice the new price for all unbilled sales orders. How can you achieve this? Please choose the correct answer.

A. Use an invoice list for billing

B. Set the pricing type in the category in the billing documents

C. Use the billing due list for billing

D. Set the pricing type in the copy control for the billing documents

ANSWER: D

QUESTION NO: 10

Which time elements are included in backward scheduling for a sales order? There are 2 correct answers to this question.

A. Loading time

B. Planned delivery time

C. Shipping processing time

D. Transit time

ANSWER: A D