



SAP

C_TS460_1709 Exam

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

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Version: 1.0

Question: 1

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

Answer: D

Question: 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: 3

Which elements determine a shipping point automatically? There are 3 correct answers to this question.

- A. Transportation group
- B. Delivering plant
- C. Storage condition
- D. Loading group
- E. Shipping condition

Answer: B D E

Question: 4

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

- A. A division can be assigned to only one sales organization.
- B. A sales office can be assigned to only one sales organization.

- C. A distribution channel can be assigned to only one sales organization.
- D. A sales organization can be assigned to only one company code.

Answer: D

Question: 5

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: 6

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

Question: 7

Which of the following are capabilities of multidimensional reporting in SAP S/4HANA embedded analytics? There are 2 correct answers to this question.

- A. Billing relevance
- B. Account determination
- C. Billing date determination
- D. Number range

Answer: B D

Question: 8

Which of the following organizational unit assignments are possible in the order-to-cash business process? There are 2 correct answers to this question.

- A. You can assign a sales organization to multiple company codes
- B. You can assign more than one distribution channel to a sales organization
- C. You can assign a plant to only one sales organization
- D. You can assign a shipping point to multiple plants

Answer: B D

Question: 9

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. Assign a status group to the fields that should be checked for completeness
- C. Assign an incompleteness procedure to the respective item categories
- D. Select the 'Warning' indicator for the fields in the incompleteness procedure

Answer: A

Question: 10

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

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

Answer: B C

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