



# C\_TS460\_2021<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 2021  
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### QUESTION 1

Which of the following elements can you use to influence the item category determination in a sales order? Choose Two correct answers.

- A. Item category group
- B. Sales document type
- C. Sales area
- D. Material type

Correct Answer: AB

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### QUESTION 2

In the SAP organizational structure for sales, which entity represents your strategy to distribute goods and/ or services to your customers? Choose the correct answer.

- A. Sales group
- B. Sales organization
- C. Distribution channel
- D. Division

Correct Answer: C

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### QUESTION 3

When using new output management in SAP S/4HANA, how does the system process a BRF+ decision table to retrieve the required result? Choose the correct answer.

- A. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom. If the condition in each condition column cells met, the field values in the result columns are returned.
- B. Every row is processed in sequence. In each row, every condition column cell is processed from left to right. If the condition in each condition column cell is met, the field values in the result columns are returned.
- C. Every row is processed in sequence. In each row, every result column cell is processed from left to right. If the condition in each result column cell is met, the field values in the condition columns are returned.
- D. Every row is processed in sequence. In each row, every condition column cell is processed from right to left. If the condition in each condition column cell is met, the field values in the result columns are returned.

Correct Answer: B

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#### QUESTION 4

Which master data can you use for automatic determination of the delivering plant in a sales order? Choose Three correct answers.

- A. Material master
- B. Ship-to party
- C. Customer material info record
- D. Customer hierarchy
- E. Sold-to party

Correct Answer: ABC

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#### QUESTION 5

What characterizes a service item (item category TAD)? Choose the correct answer.

- A. The item is billed with reference to the order.
- B. The item has no schedule line.
- C. The item is billed with reference to the delivery.
- D. The order quantity for each item is limited to 1.

Correct Answer: A

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