



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

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

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 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.
- B. 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 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 left to right. If the condition in each condition column cell is met, the field values in the result columns are returned.

Correct Answer: D

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**QUESTION 2**

You review the standard behaviour of sales document items. Which of the following sales document items is marked as completely referenced, even if it is only partially referenced? Choose the correct answer.

- A. A sales order item referenced by a delivery
- B. A contract item referenced by a sales order
- C. An inquiry item referenced by a quotation
- D. A quotation item referenced by a sales order

Correct Answer: C

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**QUESTION 3**

To which of the following elements can you assign an incompleteness procedure? Choose Three correct answers.

- A. Partner function
- B. Schedule line category
- C. Billing type
- D. Partner type
- E. Delivery type

Correct Answer: ABE

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#### QUESTION 4

In SAP Smart Business, the sales process flow can be the starting point Badly. Which features does the process flow provide in this context? Choose Two correct answers.

- A. A wizard is available that uses machine learning to help the user with issue solving.
- B. The actual status of a document is shown graphically using colours (red/green).
- C. It is possible to open and solve an issue directly from the process flow.
- D. Using artificial intelligence (AI), the system predicts the issue status on a certain date using colours.

Correct Answer: BC

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#### QUESTION 5

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

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

Correct Answer: ADE

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