



C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

You want to combine items from different sales orders into one delivery document. Which common characteristics are required? There are 2 correct answers to this question.

- A. Ship-to party
- B. Shipping point
- C. Order type
- D. Payment terms

Correct Answer: AB

QUESTION 2

What type of framework is SAP Smart Business? Please choose the correct answer.

- A. Open framework
- B. Hybrid framework
- C. Closed framework
- D. Transactional framework

Correct Answer: A

QUESTION 3

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. Set the pricing type in the copy control for the billing documents
- B. Use an invoice list for billing
- C. Use the billing due list for billing
- D. Set the pricing type in the category in the billing documents

Correct Answer: A

QUESTION 4

Which SAP Fiori apps are assigned to business role Internal Sales Representative? There are 2 correct answers to this question.



- A. Pick Outbound Delivery
- B. Manage Sales Quotations
- C. Sales Order Fulfillment Monitor
- D. Manage Billing Documents

Correct Answer: BC

QUESTION 5

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

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

Correct Answer: ABC

QUESTION 6

Which partner function determines the shipping condition in a sales order? Please choose the correct answer.

- A. Payer
- B. Sold-to Party
- C. Ship-to-Party
- D. Bill to Pay

Correct Answer: B

QUESTION 7

What is maintained in a pricing procedure? There are 2 correct answers to this question.

- A. Condition table
- B. Condition type
- C. Access sequence
- D. Step



Correct Answer: BD

QUESTION 8

Which of the following are parts of SAP Best Practices for SAP S/4HANA? There are 3 correct answers to this question.

- A. Business Explorer
- B. Solution Explorer
- C. Building Blocks
- D. Solution Package
- E. Scope Items

Correct Answer: CDE

QUESTION 9

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 10

What are the sources of the time components that are used for the delivery and transportation scheduling? There are 2 correct answers to this question.

- A. Plant
- B. Route
- C. Loading group
- D. Shipping point

Correct Answer: BD



QUESTION 11

Which parameters control the availability check? There are 2 correct answers to this question.

- A. Checking group
- B. Transportation group
- C. Loading group
- D. Schedule line category

Correct Answer: AD

QUESTION 12

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 13

In SAP S/4HANA, which embedded analytics tools does an end user have access to? There are 2 correct answers to this question.

- A. Multidimensional reporting
- B. Custom CDS view app
- C. SAP Smart Business cockpit
- D. Query designer

Correct Answer: AC

QUESTION 14

How often does SAP HANA create a save point? Please choose the correct answer.

- A. Every few seconds



- B. Every few hours
- C. Every few minutes
- D. Every 30 minutes

Correct Answer: C

QUESTION 15

Which of the following functions are controlled by the delivery item category? There are 3 correct answers to this question.

- A. Transportation relevance
- B. Automatic batch determination
- C. Availability check
- D. Delivery umber assignment
- E. Packing control

Correct Answer: BCE

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