

# C\_TS460\_1909<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 1909  
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**QUESTION 1**

Which of the following is contained in a building block of an SAP S/4HANA best practice? Please choose the correct answer.

- A. Scope item fact sheet
- B. Activation content
- C. Test script
- D. Solution scope

Correct Answer: B

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**QUESTION 2**

What is the preferred Implementation methodology used in SAP S/4HANA projects?

- A. SAP Launch
- B. Waterfall
- C. SAP Activate
- D. ASAP

Correct Answer: C

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**QUESTION 3**

In SAP S/4HANA Sales, which steps in the sale from stock process are optional? There are 2 correct answers to this question.

- A. Create sales order
- B. Calculate freight costs
- C. Create delivery
- D. Create sales quotation

Correct Answer: BD

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**QUESTION 4**

What changes were made to the SAP ERP SD data model when it was converted to SAP S/4HANA? There are 2 correct answers to this question.

- A. Status fields were moved to the corresponding header and item tables
- B. The document flow table was changed to a process overview table that combines document flow and status information
- C. The field length extension of the SD document category (VBTYP) was reduced to a 1 - character data element
- D. The document index tables were optimized for analytics

Correct Answer: AB

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## QUESTION 5

You want to extend the material master record to another sales organization and distribution channel.

Which activity do you have to perform to achieve this?

Please choose the correct answer.

- A. Change material
- B. Change material type
- C. Create material
- D. Create material type

Correct Answer: A

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