C_TS460_1809^{Q&As}

C_TS460_1809 : SAP Certified Application Associate - SAP S/4HANA Sales 1809 Upskilling

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QUESTION 1

Which of the following are capabilities of multidimensional reporting in SAP S/4HANA embedded analytics? There are 3 correct answers to this question.

A. Filters

B. Forecast

C. Drilldown

D. Scheduling

E. Sort

Correct Answer: ACE

QUESTION 2

What can you identify in the customer material information record? There are 3 correct answers to this question.

A. A specific delivery agreement

B. A specific route schedule

C. The customer-specific price

D. A specific delivering plant

E. The customer material number

Correct Answer: ADE

QUESTION 3

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

A. Condition type

B. Condition table

C. Access sequence

D. Step

Correct Answer: AD

QUESTION 4

Where are the calculation type and scale basis type maintained? Please choose the correct answer.

A. Access sequence

B. Pricing procedure

C. Condition type

D. Condition record

Correct Answer: C

QUESTION 5

What are some of the SAP Fiori user types? There are 3 correct answers to this question.

A. Employee

B. Developer

C. Business partner

D. Occasional

E. Expert

Correct Answer: BDE

QUESTION 6

What kind of billing plan is used to set up down payments for a sales process? Please choose the correct answer.

A. Payment plan

B. Milestone billing

C. Installment plan

D. Periodic billing

Correct Answer: B

QUESTION 7

Which of the following are capabilities of multidimensional reporting in SAP S/4HANA embedded analytics? There are 3 correct answers to this question.

A. Forecast

B. Scheduling

C. Drilldown

D. Sort

E. Filters

Correct Answer: CDE

QUESTION 8

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 9

What activity is supported by the Sales Order Fulfillment Monitor? Please choose the correct answer.

A. Resolve incomplete data

B. Create sales contracts

C. Track warehouse orders

D. Change KPI data for sales

Correct Answer: A

QUESTION 10

Which of the following sequences describe a part of a sales process? There are 2 correct answers to this question.

A. Quotation --> Warehouse Order --> Post goods issue --> Invoice

B. Invoice --> Invoice correction request -- > Post goods issue -- > Invoice

C. Cash sales --> Delivery --> Post goods issue --> Invoice --> Post financial accounting

D. Delivery --> Post goods issue --> Invoice --> Invoice cancellation

Correct Answer: CD

QUESTION 11

For which condition types can you maintain a condition master record for pricing? There are 2 correct answers to this question.

A. Surcharges-KP01

B. Freight - KFOO

C. Cash discount - SKTO

D. Costs - VPRS

Correct Answer: AB

QUESTION 12

Which settings can be enabled on the header level of sales document copy control? Please choose the correct answer.

A. Copy quantity

B. Update document flow

C. Copy item number

D. Pricing type

Correct Answer: C

QUESTION 13

Which steps must be completed to implement a new SAP Fiori tile for a specific evaluation? There are 3 correct answers to this question.

A. Create a new KPI

B. Create the tile and assign it to the evaluation

C. Create the tile and assign it to the KPI

D. Define the required thresholds

E. Create the exception report in the background system

Correct Answer: ABD

QUESTION 14

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. Customer account group

B. Common master data

C. Representative sales organization

D. Cross division sales

Correct Answer: B

QUESTION 15

You save a billing document for an invoice. What happens? There are 2 correct answers to this question.

A. The credit limit check is performed

B. The document flow is updated

C. The goods issue is posted

D. The account receivable is posted

Correct Answer: BD

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