

C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

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 2

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 3

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

QUESTION 4

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 5

Which organizational elements are mandatory for the order-to-cash process? There are 2 correct answers to this question.

- A. Warehouse number
- B. Company code
- C. Plant
- D. Business area

Correct Answer: BC

QUESTION 6

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 7

What are characteristics of the make-to-order process with Assembly Processing? There are 2 correct answers to this question.

- A. The sales order requires a phantom item for the transfer of requirement
- B. The sales order directly initiates the posting of the goods issue
- C. The production order is directly created from the sales order
- D. The material is stored in a sales order specific stock

Correct Answer: CD

QUESTION 8

Your company wants to set up a freight surcharge with sales based on a total weight of all items in a sales order. How do you set up this requirement?

Please choose the correct answer.

- A. With a calculation rule
- B. Asa header condition
- C. With a graduated-to interval scale
- D. Asa group condition

Correct Answer: D

QUESTION 9

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

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

Your company wants to set up a freight surcharge with sales based on a total weight of all items in a sales order. How do you set up this requirement?

Please choose the correct answer.

- A. Asa header condition
- B. Asa group condition
- C. With a calculation rule
- D. With a graduated-to interval scale

Correct Answer: B

QUESTION 12

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 13

What does the Schedule Line configuration control? There are 3 correct answers to this question.

- A. Transfer of requirements
- B. Availability check
- C. Delivery group
- D. Movement type
- E. Returns

Correct Answer: ABD

QUESTION 14

You want to be able to maintain a new partner function in the customer role of the business partner master and have it copied as a proposal to the sales order. How do you achieve this? There are 2 correct answers to this question.

- A. Ensure that the customer role of the business partner master is the source for the new partner function in the sales order
- B. Mark the new partner function as relevant for sales documents and customer role of the business partner master.
- C. Include the new partner function in the relevant copy control from the customer role of the business partner master to sales documents
- D. Include the new partner function in the partner determination procedure of the relevant account group

Correct Answer: CD

QUESTION 15

Your customer requires billing to run for all invoices on the day of each month. How do you set up this requirements? Please choose the correct answer.

- A. Set up a factory calendar for the bill-to-party and assign it to the general billing interface
- B. Set up a factory calendar and assign it to the customer role of the business partner master of the payer
- C. Set up a periodic billing plan for this bill-to-party and assign it to the customer role of the business partner master
- D. Set up a job for background processing for this payer at the end of each month

Correct Answer: D

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