

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

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

Where is the pricing of a Bill of Material item controlled? Please choose the correct answer.

- A. Higher level item
- B. Item category
- C. Item category group
- D. Item type

Correct Answer: B

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## QUESTION 2

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. Representative sales organization
- B. Common master data
- C. Cross division sales
- D. Customer account group

Correct Answer: B

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## QUESTION 3

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. As a header condition
- C. With a graduated-to interval scale
- D. As a group condition

Correct Answer: D

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## QUESTION 4

Which of the following settings can you configure in the sales document type? There are 3 correct answers to this question.

- A. Delivery relevance
- B. Mandatory reference
- C. Schedule lines allowed
- D. Immediate delivery
- E. Default billing type

Correct Answer: BDE

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## QUESTION 5

What capabilities does SAP S/4HANA embedded analytics provide? There are 2 correct answers to this question.

- A. Automatic update of story boards
- B. Real time decision support
- C. Strategic analysis
- D. Comparison of current data with historical data to identify trends

Correct Answer: BD

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## QUESTION 6

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

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## QUESTION 7

Which of the following are tables in the SAP S/4HANA sales data model? There are 2 correct answers to this question.

- A. Status Header

- B. Business Data
- C. LIS Table (Credit Management)
- D. Document Flow (Simplified)

Correct Answer: BD

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## QUESTION 8

Where do you assign a contract profile? Please choose the correct answer.

- A. Item category
- B. Sales document type
- C. Billing document type
- D. Customer master

Correct Answer: B

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## QUESTION 9

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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## QUESTION 10

Which packing option can be configured for a delivery item category? There are 3 correct answers to this question.

- A. Packing seasonal
- B. Packing mandatory
- C. Packing allowed
- D. Packing not allowed

E. Packing automatic

Correct Answer: BCD

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## QUESTION 11

You want to ensure that an incomplete document cannot be saved. How can you achieve this? Please choose the correct answer.

- A. Set the dialog message for incompleteness for the sales document type
- B. Select the "\\Warning\\" indicator for the fields in the incompleteness procedure
- C. Assign a status group to the fields that should be checked for completeness
- D. Assign an incompleteness procedure to the respective item categories

Correct Answer: A

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## QUESTION 12

Which process step is mandatory in outbound delivery? Please choose the correct answer.

- A. Transportation planning
- B. Picking
- C. Posting the goods issue
- D. Packing

Correct Answer: C

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## QUESTION 13

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

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

Correct Answer: CD

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## QUESTION 14

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 number assignment
- E. Packing control

Correct Answer: BCE

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## QUESTION 15

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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