

DUMPS ARENA

SAP Certified Application Associate - SAP S/4HANA Sales Upskilling

SAP C TS460 1709

Version Demo

Total Demo Questions: 10

Total Premium Questions: 94

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QUESTION NO: 1

When you create a business partner, which categories can you select? There are 3 correct answers to this question.

- A. Company
- B. Organization
- C. Person
- D. Group
- E. Customer

ANSWER: B C D

QUESTION NO: 2

Which of the following organizational unit assignments are possible in the order-to-cash business process?

There are 2 correct answers to this question.

- A. You can assign a sales organization to multiple company codes
- B. You can assign more than one distribution channel to a sales organization
- C. You can assign a plant to only one sales organization
- D. You can assign a shipping point to multiple plants

ANSWER: B D

QUESTION NO: 3

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

- A. Copy item number
- B. Update document flow
- C. Pricing type

D. Copy quantity

ANSWER: A

QUESTION NO: 4

Where can you set the delivery relevance? There are 2 correct answers to this question.

- A. Ship-to party
- B. Item category
- C. Schedule line category
- D. Sales document type

ANSWER: B C

QUESTION NO: 5

What elements are used to determine a picking location with the "MALA Rule"? There are 3 correct answers to this question.

- A. Shipping conditions
- B. Storage conditions
- C. Plant
- D. Warehouse number
- E. Shipping point

ANSWER: B C E

QUESTION NO: 6

What types of issues can you resolve with SAP Smart Business for Sales Order Fulfillment? There are 3 correct answers to this question.

- A. Billing block
- B. Reverse Invoice List

- C. Incomplete data
- D. Unconfirmed quantities
- E. Account determination

ANSWER: A C D

QUESTION NO: 7

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

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

ANSWER: A

QUESTION NO: 8

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

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

ANSWER: B

QUESTION NO: 9

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

- A. Closed framework
- B. Hybrid framework

- C. Transactional framework
- D. Open framework

ANSWER: D

QUESTION NO: 10

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

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

ANSWER: A