

DUMPS ARENA

SAP Certified Application Associate - SAP S/4HANA Sales 1909 Upskilling

SAP C TS460 1909

Version Demo

Total Demo Questions: 10

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QUESTION NO: 1

Which of the following statements regarding the sales document type are correct?

Note: There are 2 correct answers to this question.

- A. A sales document type can have two default delivery types.
- B. A sales document type can automatically propose a delivery type.
- C. The sales document type proposes a billing type during order related billing.
- D. A sales document type can automatically propose a default shipping point.

ANSWER: B C**QUESTION NO: 2**

What is the basic procurement process in a SAP System? Choose the correct answer

- A. Sales order, production order, purchase order
- B. Good receipt, purchase order, invoice receipt, vendor master
- C. Inquiry, sales order, purchase order, delivery
- D. Purchase requisition, purchase order, goods receipt, invoice receipt

ANSWER: D**QUESTION NO: 3**

You are requested to set the system in such a way that it can automatically search for available quotations for customers when sales order items are entered.

What do you have to do to make this happen?

- A. Set the completion rule in the item category for the quotation
- B. List the reference document number field in the incompleteness procedure for the sales order item category

- C. Set the quotation messages function in the sales order document types
- D. Set the quotation messages function in the quotation sales document type

ANSWER: C

QUESTION NO: 4

What are the consequences when you change the payer at header level in a sales order? (2)

- A. Any additional sales order items are given the payment terms for the new payer
- B. The partner function "Payer" is changed in the sold-to customer master
- C. Receivables resulting from the sales order are posted to the new payer
- D. The billing document (invoice) is automatically sent to the new payer

ANSWER: A C

QUESTION NO: 5

When a delivery is created with reference to a sales order, how is the item category in the outbound delivery determined?

- A. The item category is determined in the delivery using the criteria delivery type, item category group, and item usage
- B. The item category is determined using copy control between the sales document type and the delivery type
- C. The item category is proposed from the material master
- D. The item category in the delivery is determined based on the item category of the corresponding item in the sales document

ANSWER: D

QUESTION NO: 6

Which of the following criteria influence the shipping point determination in the sales document? (3)

- A. Loading group

- B. Plant
- C. Shipping condition
- D. Division
- E. Storage condition

ANSWER: A B C

QUESTION NO: 7

What is the following basic function that can be assigned to a schedule line category?

- A. Partner determination
- B. Material determination
- C. Incompleteness
- D. Listing/exclusion

ANSWER: C

QUESTION NO: 8

In which of the following master records can partial delivery agreements be stored?

(2)

- A. In the customer material information record
- B. In the material master record
- C. In the condition master record
- D. In the customer master record

ANSWER: A D

QUESTION NO: 9

In which of the following ways do the condition type and condition records of rebate

agreements vary in comparison to condition types and records of standard discount? (2)

- A. Possibility to maintain scales
- B. Usage of different calculation types
- C. Usage of different condition class
- D. Possibility to maintain accrual rate within control records

ANSWER: C D

QUESTION NO: 10

Which of the following can be identified as the most likely cause of the delivery split in a collective delivery run?

- A. The physical weight of the total line items exceeds the capacity of the truck that is being used to deliver the product
- B. The shipping conditions of two separate items in the sales order differ from the others
- C. The loading group of one of the items in the sales order differs from the others
- D. The sales order line items have the same route and the same shipping point, but different ship-to-parties

ANSWER: D