

# DUMPS ARENA

## SAP Certified Associate - SAP S/4HANA Sales 2021 Upskilling

SAP C TS460 2021

Version Demo

Total Demo Questions: 10

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**QUESTION NO: 1**

Which elements may be considered when determining the available quantity in an available-to-promise (ATP) check for a sales order item? Note: There are 3 correct answers to this question.

- A. Reservations
- B. Billing documents
- C. Sales documents
- D. Warehouse orders
- E. Production orders

**ANSWER: A C E**

**QUESTION NO: 2**

What can sales representatives do using SAP Smart Business tools? Note: There are 2 correct answers to this question.

- A. Perform credit checks.
- B. Access transactional apps from data points in a chart.
- C. Add a step to the document process flow.
- D. Create new KPIs with specific visual appearances.

**ANSWER: B D**

**QUESTION NO: 3**

When creating a sales document with reference, you want the system to automatically copy schedule lines from the source sales document into the target sales document. Where in Customizing would you activate this?

- A. In copy control at item level
- B. In the item category
- C. In the schedule line category
- D. In copy control at schedule line level

**ANSWER: A**

**QUESTION NO: 4**

Between which document types is the item reference status set to Completely Referenced after the first reference in standard copy control?

- A. Quotation to sales order
- B. Credit memo request to sales order
- C. Inquiry to quotation
- D. Contract to sales order

**ANSWER: C****QUESTION NO: 5**

How does the process flow of SAP Smart Business for sales order fulfilment help you? Note: There are 2 correct answers to this question.

- A. It provides access to actions to solve process problems
- B. It highlights issues using status colors
- C. It enables the assignment of release orders to be reversed.
- D. It provides access to make corrections in master data

**ANSWER: A B****QUESTION NO: 6**

In the event of a material shortage, your customer wants you to ship as much material as possible on the requested date, while still requiring eventual delivery of the full ordered quantity. What do you set to achieve this requirement?

- A. The Partial Delivery Allowed indicator
- B. The Complete Delivery indicator in the sales order header
- C. The Unlimited Tolerance indicator
- D. The Only Complete Delivery Allowed indicator

**ANSWER: A****QUESTION NO: 7**

Which of the following assignments regarding organizational units are possible in Sales and Distribution? Note: There are 2 correct answers to this question.

- A. You can assign multiple storage locations to one shipping point
- B. You can assign a sales organization to multiple company codes
- C. You can assign multiple shipping points to one plant.
- D. You can assign multiple divisions to one sales organization.

**ANSWER: C D**

#### QUESTION NO: 8

In your sales document, you want the header conditions to be distributed among the items based on the gross weight instead of the net value. Where do you maintain this setting?

- A. Access sequence
- B. Condition record
- C. Pricing procedure
- D. Condition class

**ANSWER: C**

#### QUESTION NO: 9

How can you use tile groups to personalize the SAP Fiori launchpad for a user? Note: There are 2 correct answers to this question.

- A. Add tiles from a catalog to a group
- B. Add a group from a catalog to a tile
- C. Add different catalogs to a group
- D. Create a group centrally in the system

**ANSWER: B D**

#### QUESTION NO: 10

Where do you configure that the route must be redetermined when an outbound delivery is created?

- A. In the delivery item category

- B. In the warehouse
- C. In the delivery document type
- D. In the shipping point

**ANSWER: C**