Vendor:SAP

Exam Code:C_TS460_2020

Exam Name:SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling

Version: Demo

QUESTION 1

Your project requires that a new text element from the business partner master record is automatically copied into the header information in sales orders. What must you do? Choose Two correct answers.

A. Create a condition master record for the new text type.

B. Assign a text determination procedure to the sales document type.

C. Assign the required text type with an appropriate access sequence to the text determination procedure.

D. Assign a text determination procedure to the sales item category.

Correct Answer: AB

QUESTION 2

Which lead times can you use in delivery scheduling? Choose Two correct answers.

A. Pick/pack time in a shipping point

B. Transportation leadtime in a route

C. Transit time in a shipping condition

D. Loading time in a plant

Correct Answer: AB

QUESTION 3

Which of the following elements can you use to influence the item category determination in a sales order? Choose Two correct answers.

A. Sales area

B. Material type

C. Sales document type

D. Item category group

Correct Answer: CD

QUESTION 4

Which organizational units must you set up for billing? Choose Two correct answers.

A. Profit centre

B. Company code

C. Sales area

D. Business area

Correct Answer: BC

QUESTION 5

Your project requires an enhancement to the standard sales order processing logic. Which options should you consider? Choose Three correct answers.

A. Customizing (IMG)

B. Customer exit

C. User exit

D. Requirement routine

E. Business Add-In (BAdl)

Correct Answer: BCE

QUESTION 6

Your project requires confirmation of sales order quantities for certain materialseven if the stock of those materials is currently below the safe y stock level. Where do you configure this? Choose the correct answer.

A. The Special Stock indicator in the Item category

B. The Item Category group in the material master

C. The Checking rule at transaction level

D. The scope of the availability check

Correct Answer: D

QUESTION 7

You use the same textelement in a sales order and in the subsequent delivery. What must you customize to ensure that changes to the sales order text are also visible in the delivery text? Choose the correct answer.

A. Data transfer routine for texts

B. Text type

C. Text determination procedure

D. Access sequence

Correct Answer: D

QUESTION 8

What can you trigger in the customizing of schedule line categories? Choose Two correct answers.

A. Creation of apurchase requisition

B. Transfer of requirements

C. Proposal of the delivery date

D. Immediate creation of the delivery

Correct Answer: AB

QUESTION 9

Which field from the customer master record determines the route? Choose the correct answer.

A. Delivering plant

B. incoterms

C. Shipping conditions

D. Delivery priority

Correct Answer: C

QUESTION 10

What information is available only in the delivery header? Choose the correct answer.

A. Texts

B. Shipping point

C. Status information

D. Picking information

Correct Answer: A

QUESTION 11

Which of the following assignments are possible when you set up organizational units for sales? Choose Three correct

answers.

A. Assign a shipping point to multiple plants.

B. Assign a plant to multiple company codes.

C. Assign aplant to multiple sales organizations/distribution channels.

D. Assign multiple plants to one sales organization/distribution channel.

E. Assign multiple divisions to one company code.

Correct Answer: ACD

QUESTION 12

A business user needsto display the document flow for a sales process and visualize all relevant preceding and subsequent documents. Which activities do you suggest? Choose Two correct answers.

A. Go to the material document and select the icon Display Document Flow.

B. Go tothe Manage Sales Orders app on the SAP Fiori launchpad and select a sales order.

C. Go to the accounting document and select the icon Display Document Flow.

D. Go to the sales order and select the icon Display Document Flow.

Correct Answer: BD