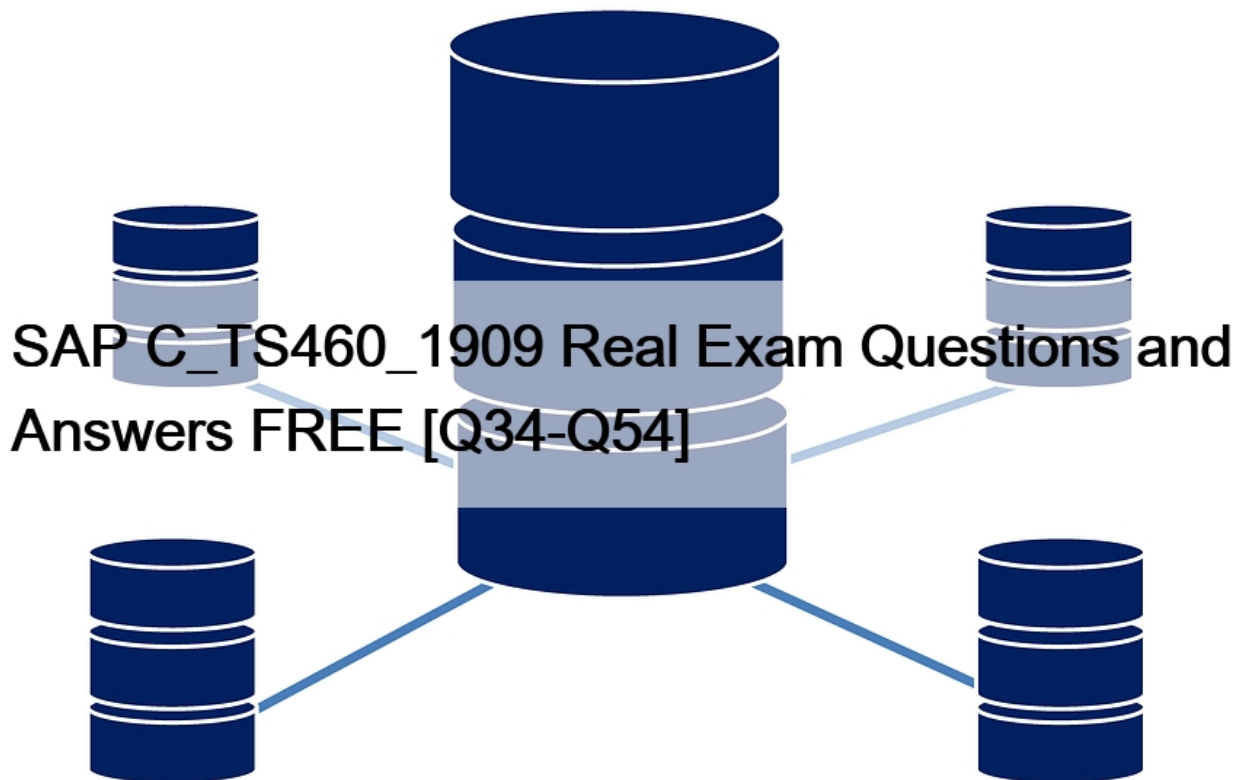


SAP C_TS460_1909 Real Exam Questions and Answers FREE [Q34-Q54]



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SAP C_TS460_1909 Exam Syllabus Topics:

Topic 1- corresponding customizing settings are part of this section- This area covers the most important master data records for the sales process
Topic 2- Demonstrate the ability to maintain business partner information- The relevant customizing to use the condition technique for pricing
Topic 3- Copy control and output determination are part of this section- Next Generation Technologies + The Intelligent Enterprise
Topic 4- The main features of the shipping process- Explain the data model used for the SAP S- 4HANA Sales tables
Topic 5- Explain how billing output is determined in SAP S- 4HANA Sales- Customer-material-information records and master data for pricing
Topic 6- Outline the process sequence for the sale from stock process in SAP S- 4HANA Sales- Sales process and Customizing
Topic 7- Describe sales analytics in SAP S- 4HANA- Describe the EWM view of physical stock- Pricing and condition technique
Topic 8- Describe the advantages of the Smart Business approach- The meaning and customizing settings of the different organizational units that are relevant for sales processes
Topic 9- Basic functions are a major area within the customizing of sales and distribution- Explain and perform tasks relating to Sales Documents (customizing)
Topic 10- describe the new user experience with SAP Fiori and describe the capabilities of embedded analytics within SAP S- 4HANA

C_TS460_1909 Exam Certification Details:

Sample Questions: SAP C_TS460_1909 Exam Sample Question Duration:180 minsLevel:AssociateCut
Score:66%Languages:English, Japanese, Russian

NO.34 You want to be able to maintain a new partner function in the customer role of the business partner master and have it copied as a proposal to the sales order. How do you achieve this? There are 2 correct answers to this question.

- * Include the new partner function in the partner determination procedure of the relevant account group
- * Include the new partner function in the relevant copy control from the customer role of the business partner master to sales documents
- * Mark the new partner function as relevant for sales documents and customer role of the business partner master.
- * Ensure that the customer role of the business partner master is the source for the new partner function in the sales order

NO.35 To enable the system to propose delivery dates, they should be defined in:

- * Sales document type
- * Copy control for sales documents
- * Item categories
- * Schedule line item categories

NO.36 What can be identified as the most likely reason for a delivery split in a collective delivery run?

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

NO.37 You have maintained condition records for a sales discount on different levels. If multiple condition records for this discount are found within a sales order, only the best condition for the customer should be active.

How do you implement this business requirement?

- * Implement hierarchy access
- * Maintain condition exclusions
- * Maintain a separate pricing procedure
- * Use group conditions

NO.38 Which of the following are tables in the SAP S/4HANA sales data model?

There are 2 correct answers to this question.

Response:

- * Business Data
- * Status Header
- * Document Flow (Simplified)
- * LIS Table (Credit Management)

NO.39 What are requirements for customer consignment processing?

There are 2 correct answers to this question.

Response:

- * The consignment fill-up requires a billing document
- * The consignment issue requires a delivery document
- * The consignment returns requires a warehouse task for picking
- * The consignment pick-up requires a good receipt

NO.40 Your project uses the new output management in SAP S/4HANA. What must you create to print the order confirmation immediately after the order is saved? Choose the correct answer.

- * Output message
- * Decision table entry
- * Transmission medium
- * Condition record

NO.41 Which elements contribute to the available quantity during an Available-to-Promise (ATP) check for a sales order item? There are 3 correct answers to this question.

- * Stocks
- * Transfer orders
- * Shipment documents
- * Sales documents
- * Purchase orders

NO.42 Which of the following can be used to determine the schedule line category?

- * Item category
- * Item category with Schedule Line allowed indicator and MRP type
- * MRP types
- * Item category and document type

NO.43 Which reference documents can be used to create a billing document?

There are 2 correct answers to this question.

Response:

- * Transfer order
- * Delivery document
- * Shipment document
- * Credit memo request

NO.44 You save a billing document for an invoice. What happens?

There are 2 correct answers to this question.

Response:

- * The document flow is updated
- * The account receivable is posted
- * The goods issue is posted
- * The credit limit check is performed

NO.45 Which over-delivery options can be configured for a delivery item category? There are 2 correct answers to this question.

- * Over-delivery always allowed
- * Over-delivery only possible if specified in a customer-material info record
- * Over-delivery only possible if within tolerance

- * Over-delivery rejected with an error message

NO.46 Which functions are performed by the outbound delivery document? There are 2 correct answers to this question.

- * Storage location determination
- * Plant determination
- * Batch determination
- * Shipping point determination

NO.47 What is used to determine the item category for general value contracts (WK1)?

- * Item category group
- * Value contract material
- * You do not need to determine item categories for value contracts
- * Item usage VCTR

NO.48 Which of the following are characteristics of the SAP Fiori design?

There are 3 correct answers to this question.

Response:

- * Design thinking methodology
- * Unified user interface design
- * Visual design
- * Interaction patterns
- * Information architecture

NO.49 In complaints processing in a standard SAP S/4HANA system, which documents can only be created with reference to a billing document? Choose Two correct answers.

- * Invoice correction request
- * Credit memo request
- * Invoice cancellation
- * Subsequent delivery free of charge

NO.50 You need to generate a list of conditions for analysis in a standard SAP S/4HANA system. Which activity does SAP recommend? Choose the correct answer.

- * Create table joins with underlying tables.
- * Extract condition records and use a tabulation tool.
- * Create an ABAP report.
- * Create a pricing report.

NO.51 You have been asked to change a process so that during sales invoicing, any manually changed pricing elements in the pricing procedure for the sales document are copied from the sales order to the billing document unchanged, but other automatically determined conditions are re-determined.

Where is this behavior controlled?

- * In the copy control at item level
- * In the billing type
- * In the condition type
- * In the item category of the billing type

NO.52 Which of the following is an outbound process in EWM?

Please choose the correct answer.

Response:

- * Transportation unit processing
- * Outbound delivery processing
- * Picking optimization, packing, staging and load management
- * Internal routing

NO.53 Which of the following configuration settings is a prerequisite to ensure the explosion of a bill of material in the sales document?

- * The schedule line category of the main item must have the correct setting to allow the explosion of the bill of material
- * The item category of the main item must have the correct settings to allow the explosions of the bill of material
- * For the subitem components of the bill of the material, a suitable item category must be determined using the item usage: BOM

NO.54 At which organizational level can the material master be maintained for the “Sales: Sales Org. Data 1

“and “Sales: Sales Org. Data 2” views?

Please choose the correct answer.

Response:

- * Sales organization, distribution channel, and division
- * Sales organization
- * Sales organization and plant
- * Sales organization and distribution channel

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