



C_TS460_2020

SAP S/4HANA Sales Upskilling Certification Questions & Answers



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C_TS460_2020

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

80 Questions Exam – 64% Cut Score – Duration of 180 minutes

C_TS460_2020 Practice Test

ERPPrep.com's C_TS460_2020 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP S/4HANA Sales Upskilling experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_TS460_2020 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP S/4HANA Sales Upskilling certification with a better score.

C_TS460_2020 Questions and Answers Set

Question: 1

What is maintained in a pricing procedure?

There are 2 correct answers to this question.

- a) Account key
- b) Condition table
- c) Scale basis
- d) Required indicator

Answer: a, d

Question: 2

Which parameters determine whether an availability check is performed during sales order entry?

There are 2 correct answers to this question.

- a) Checking group from the material master
- b) The availability check flag in the schedule line category
- c) Checking group from the ship-to party
- d) Replenishment lead time

Answer: a, b

Question: 3

Your customer needs a collective invoice for all deliveries due for billing up to the 15th of each month. How do you create this?

There are 2 correct answers to this question.

- a) Set up individual billing dates in the factory calendar.
- b) Set up a periodic billing plan and assign it to the bill-to party.
- c) Set up a factory calendar and assign it to the payer.
- d) Set up a factory calendar and assign it to the general billing interface.

Answer: a, c

Question: 4

Your customer needs to combine billing categories such as one-time billing, recurring billing, and usage-based billing. What functionality enables this?

Please choose the correct answer.

- a) Billing Document Requests
- b) Condition Contract management
- c) Invoice Lists
- d) Business Rule Framework Plus (BRFplus)

Answer: a

Question: 5

The Quotation Messages field can warn you that an open quotation for the same customer and material already exists. Where is this field configured?

Please choose the correct answer.

- a) Item category
- b) Schedule line category
- c) Sales document type
- d) Copying control

Answer: c

Question: 6

Which of the following are possible SAP Activate landscape transformation scenarios?

There are 2 correct answers to this question.

- a) Consolidation of a current SAP Business Suite multi-system landscape into one SAP S/4HANA system
- b) Technical in-place conversion of an existing SAP Business Suite ERP system to SAP S/4HANA
- c) Selective migration of data based on legal entities such as company code or client
- d) Reengineering and process simplification based on preconfigured business processes

Answer: a, c

Question: 7

Which organizational unit from Sales and Distribution is responsible for sales within a specific geographical area?

Please choose the correct answer.

- a) Sales office
- b) Sales organization
- c) Sales area
- d) Distribution channel

Answer: a

Question: 8

What are some of the prerequisites for using PDF-based forms?

There are 2 correct answers to this question.

- a) You need to set business function SD_01 to active.
- b) You use Form Builder to define new forms.
- c) PDF-based forms can only be assigned to output types by using BRFplus.
- d) You need to modify the supplied PDF-based forms to SAPscript format.

Answer: a, b

Question: 9

You create a billing document with reference to an outbound delivery. What happens automatically in the system when you do this?

There are 2 correct answers to this question.

- a) A posting is made to the accounts receivable account.
- b) The goods issue for the outbound delivery is posted.
- c) A credit limit check is performed.
- d) The document flow of the outbound delivery is updated.

Answer: a, d

Question: 10

Which are characteristics of SAP Fiori?

There are 3 correct answers to this question.

- a) The SAP Fiori launchpad presents role-based, job-relevant content organized into tiles.
- b) Tiles are simply buttons that launch applications.
- c) There are two types of SAP Fiori apps: transactional and factsheet.
- d) Users can personalize their SAP Fiori launchpad.

Answer: a, d

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