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

SAP C TS460 2021

Version Demo

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QUESTION NO: 1

Sales order scheduling uses several lead times. What are the source objects for these lead times? Note: There are 2 correct answers to this question.

- A. Sold-to party
- B. Route
- C. Shipping point
- D. Plant

ANSWER: B C

QUESTION NO: 2

You want your organization to support cross-division sales. Where do you set this in Customizing?

- A. Item category
- B. Distribution channel
- C. Sales organization
- D. Sales document type

ANSWER: D

QUESTION NO: 3

Which of the following options are available in copy control for sales documents? Note: There are 2 correct answers to this question.

- A. The update document flow flag determines whether or not both the header and item document flows are updated
- B. The copy item number flag determines whether or not the item number increment for the target document is ignored.
- C. The item category proposal field in the copy rule determines whether or not item category determination is executed in the target document
- D. The data transfer VBAP field determines whether or not information is copied across from the source document header

ANSWER: A D

QUESTION NO: 4

In a sales order, which parameter can be used for route determination?

- A. The transportation group of the plant
- B. The shipping conditions of the material
- C. The departure zone of the shipping point
- D. The loading group of the ship-to party

ANSWER: C

QUESTION NO: 5

A customer is configuring the organizational structure in their SAP S/4HANA system. For their order- to-cash process, they would like to use sales groups for reporting purposes. To what object is a sales group assigned?

- A. Sales office
- B. Sales area
- C. Sales organization
- D. Business partner

ANSWER: A

Explanation:

sales employees are assigned to sales areas or authorized to maintain data for one or several sales areas. A sales area can belong to only one company code which guarantees the integration to Finance. This relationship is realized by assigning the corresponding sales organization to the relevant company code. [A sales group is a subdivision of a sales office and can be used for reporting purposes¹](#)

QUESTION NO: 6

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: 7

What are some key characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. SAP Smart Business cannot be tailored to key roles in the organization
- B. SAP Smart Business is based on SAP BW/4HANA
- C. SAP Smart Business contains a multi-device user interface because it is based on SAP Fiori.
- D. SAP Smart Business offers KPI visualizations via tiles in the SAP Fiori launchpad
- E. SAP Smart Business contains a multi-device user interface because it is based on SAP Fiori.

ANSWER: A C D

QUESTION NO: 8

Which steps must be completed to use a specific SAP Fiori tile format for a KPI evaluation? Note: There are 3 correct answers to this question.

- A. Assign the tile to the KPI.
- B. Assign the tile to an evaluation.
- C. Assign the tile to a catalog and a tile group.
- D. Choose an appropriate tile format and create the tile.
- E. Create the exception report in the back-end system.

ANSWER: A B C

QUESTION NO: 9

Which of the following is the virtual data model used by SAP S/4HANA to deliver real-time reporting on live transactional data?

- A. SAP HANA smart data access
- B. Core Data Services (CDS) views
- C. Cluster tables
- D. SAP HANA Live

ANSWER: B

QUESTION NO: 10

When creating a returns delivery, the business wants the goods to be placed into quality inspection instead of returns stock. Which field would have to be changed to achieve this?

- A. Movement type
- B. MRP type
- C. Requirements type
- D. Item type

ANSWER: A