

DUMPS ARENA

SAP Certified Application Associate - SAP S/4HANA Sales 1909 Upskilling

SAP C TS460 1909

Version Demo

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QUESTION NO: 1

In the future, your sales reps should be able to maintain freight costs as conditions records based on the sales organization, distribution channel, incoterms (part 1), and destination country.

Up to now, this level of maintenance is not supported at all in your system. Which of the following object in customizing needs to be maintained to allow this feature in condition maintenance?

- A. Pricing procedure
- B. Access sequence
- C. Condition type
- D. Condition table

ANSWER: D**QUESTION NO: 2**

In the SAP S/4HANA system, where are Core Data Services (CDS) views developed and maintained?

Please choose the correct answer. Response:

- A. BI clients
- B. SAP Netweaver Gateway
- C. HANA database layer
- D. ABAP layer

ANSWER: D**QUESTION NO: 3**

What can be identified as the most likely reason for a delivery split in a collective delivery run?

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

D. The loading group of one of the items in the sales order differs from the others

ANSWER: B

QUESTION NO: 4

In addition to the external balance sheet, you want to create an internal balance sheet based on additional criteria- particularly with regards to divisions.

How do you fulfill this requirement?

- A. Create business areas and use the condition technique for the determination logic
- B. Create business areas and assign them directly to company codes
- C. Create an additional company code that is flagged as relevant for the internal balance sheet
- D. Create business areas and assignment rules to determine that particular business area

ANSWER: D

QUESTION NO: 5

How do the condition type and condition records for rebate agreements vary in comparison to condition types and records for standard discounts? (2)

- A. In the usage of different condition classes
- B. In the maintenance of scales
- C. In the maintenance of accrual rates within condition records
- D. In the usage of different calculation types

ANSWER: A C

QUESTION NO: 6

Which configuration setting is a prerequisite to ensure the explosion of a bill of material in the sales document?

- A. The schedule line category of the main item must have the correct settings to allow the explosion of the bill of material
- B. The item category of the main item must have the correct settings to allow the explosion of the bill of material
- C. A suitable item category must be determined for the sub-item components of the bill of material using the item usage BOM
- D. When customizing the sales document type, the Bill of material explosion checkbox must be set accordingly

ANSWER: B

QUESTION NO: 7

What is the purpose of using billing due lists? (2)

- A. To initiate a dunning run in financials
- B. To process sales orders and deliveries that are due for billing
- C. To periodically create billing documents
- D. To release orders that are booked for billing

ANSWER: B C

QUESTION NO: 8

Which statements regarding the cancellation of billing documents are correct? (2)

- A. During the cancellation process, a posting is made in Financial Accounting, but the system does not cancel the invoice
- B. When saving the cancellation document, the corresponding posting is automatically executed in Financial Accounting
- C. When creating the cancellation document, it is possible to change the pricing conditions
- D. Only line items that are already cleared in Financial Accounting can be cancelled
- E. The cancellation of a billing document leads to resetting of the billing status of the originally billed delivery or sales order

ANSWER: B E

QUESTION NO: 9

Which of the following statement regarding the material master data are correct? (2)

- A.** The following information in a sales order is derived from the material master: material group, weight, and item category
- B.** The control tool for the material master is the material type. It needs to be selected whenever you created a new material master record
- C.** The sales views of the material master data can be maintained for various combinations of sales organizations and distribution channel
- D.** If a delivering plant is defined in the sales data of the material master; this plant is transferred to a corresponding sales document item and can no longer be changed

ANSWER: B C

QUESTION NO: 10

A sales order is to be delivered with a material and quantity using TAN.

What configuration settings are necessary? (2)

- A.** The item category needs to be set to relevant for delivery
- B.** The sales document type needs to be set to relevant for delivery
- C.** The schedule line category needs to be set to relevant for delivery
- D.** The item category needs to be set to schedule line allowed

ANSWER: C D