

## [Apr-2022] C\_TS460\_2020 Exam Dumps Pass with Updated 2022 SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling [Q33-Q54]

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### SAP S/4HANA Sales Upskilling Certification Exam Details:

Exam Price \$550 (USD) Schedule Exam SAP Training Sample Questions SAP S/4HANA Sales Upskilling Certification Sample Questions Level Associate Reference Books TSCM60 (EHP7 FOR ERP 6.0)

TSCM62 (EHP7 FOR ERP 6.0)

S4SD1 (SAP S/4HANA 2020)

S4H01 (SAP S/4HANA 2020)

S4LG1 (SAP S/4HANA 2020)

S4H01 (SAP S/4HANA ON PREMISE 1909)

S4SD1 (SAP S/4HANA 1909)

S4LG1 (SAP S/4HANA 1909)

S4SD1 (SAP S/4HANA 1909)

TSCM52 (EHP7 FOR ERP 6.0) Exam Code C\_TS460\_2020 Number of Questions 80 Duration 180 mins

**NO.33** What can you do with the help of the Manage Billing Documents app? During an ATP check for a sales order item. Choose Two correct answers.

- \* Cancel billing documents
- \* Post billing documents
- \* Approve billing documents
- \* Block billing documents

**NO.34** You want to limit the choice of reasons for rejection in a sales process. What do you need to do? Choose the correct answer.

- \* Assign the permitted reasons for rejection to the relevant sales item category.
- \* Assign the permitted reasons for rejection to the relevant business area.
- \* Assign the permitted reasons for rejection to the relevant sales area.
- \* Assign the permitted reasons for rejection to the relevant sales document type.

**NO.35** How can you use tile groups to personalize the SAP Fiori launchpad for a user? Note: There are 2 correct answers to this

question.

- \* Add different catalogs to a group.
- \* Add a group from a catalog to a tile.
- \* Create a group centrally in the system.
- \* Add tiles from a catalog to a group.

**NO.36** Which of the following are part of the SAP Business Technology Platform? Note: There are 3 correct answers to this question.

- \* Cloud platform
- \* Machine learning
- \* Design thinking
- \* Blockchain
- \* Internet of Things

**NO.37** 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.

- \* Data transfer routine for texts
- \* Text type
- \* Text determination procedure
- \* Access sequence

**NO.38** Which of the following are characteristics of a make-to-order sales process (without assembly processing)? Note: There are 2 correct answers to this question.

- \* Goods issues are posted referencing the sales order itself.
- \* Materials produced are received into sales order-specific stock.
- \* There is no transfer of requirements to production planning.
- \* A make-to-order sales order is planned as an individual customer requirement.

**NO.39** To what do you assign a material exclusion procedure? Choose the correct answer.

- \* Sales itemcategory
- \* Schedule line category
- \* Sales document type
- \* Copy control for sales documents

**NO.40** In a standard SAP S/4HANA system, a customer wants to configure output by adding a new field to an existing form. In which case can the form modification be regarded as simple? Choose the correct answer.

- \* The field exists in the communication structure, but its format needs to be changed before it can be integrated into the form.
- \* The field is NOT recognized in the processing program and needs to be added to the communication structure.
- \* The field does NOT yet exist and needs to be added to the database.
- \* The field exists in the communication structure and can be integrated in its existing format.

**NO.41** In a sales order, which parameter can be used for route determination?

- \* The loading group of the ship-to party
- \* The departure zone of the shipping point
- \* The shipping conditions of the material
- \* The transportation group of the plant

**NO.42** What do you need to do to configure automatic picking location determination for outbound deliveries?

Note: There are 2 correct answers to this question.

- \* Assign a rule to the delivery type of the outbound delivery.
- \* Assign a rule to the item category of the outbound delivery.
- \* Flag the Determine Storage Location field in the delivery type.
- \* Flag the Determine Storage Location field in the delivery item category.

**NO.43** If changes are made to the customer master data after sales document creation, which of the following will be updated automatically in the sales document?

- \* Address
- \* Confirmed delivery date
- \* Pricing
- \* Delivering plant

**NO.44** In SAP S/4HANA which technologies can you use to set up output for abilling document? Choose Two correct answers.

- \* Omnichannel convergent billing
- \* SAP Workflow
- \* BRF+ (Business Rules Framework plus)
- \* NAST

**NO.45** Which of the following are features of the SAP HANA database? Note: There are 2 correct answers to this question.

- \* Row store tables are particularly efficient for analytical applications.
- \* Column store tables are automatically compressed.
- \* The entire enterprise database is always held in memory.
- \* SAP HANA uses a combination of column-based and row-based storage.

**NO.46** 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.

- \* Choose an appropriate tile format and create the tile.
- \* Assign the tile to the KPI.
- \* Create the exception report in the back-end system.
- \* Assign the tile to an evaluation.
- \* Assign the tile to a catalog and a tile group.

**NO.47** Between which document types is the item reference status set to Completely Referenced after the first reference in standard copy control?

- \* Inquiry to quotation
- \* Quotation to sales order
- \* Credit memo request to sales order
- \* Contract to sales order

**NO.48** What characterizes a service item (item category TAD)? Choose the correct answer.

- \* The item is billed with reference to the order.
- \* The item has no schedule line.
- \* The item is billed with reference to the delivery.
- \* The order quantity for each item is limited to 1.

**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** Which of the following settings can you configure in the sales document type? Note: There are 3 correct answers to this question.

- \* Billing relevance
- \* Structure scope
- \* Billing block
- \* Default delivery type
- \* Read info record

**NO.51** Which statements apply to shipping points in the SAP S/4HANA system? Note: There are 2 correct answers to this question.

- \* Shipping points are required for outbound delivery processing.
- \* A shipping point is assigned to one or more plants.
- \* A shipping point contains the pick/pack time and the transportation lead time.
- \* Each shipping point is always assigned to exactly one plant.

**NO.52** A customer is debating whether to replace their current SAP ERP Warehouse Management (WM) solution with SAP Extended Warehouse Management (SAP EWM). What could be a reason to opt for SAP EWM?

- \* The customer needs support for QM inspection lot integration.
- \* The customer needs support for batch determination in the warehouse.
- \* The customer needs support for WM-PP integration (for example, material staging close to a production line).
- \* The customer needs support for very detailed planning of the required labor and resources.

**NO.53** Which technological concept supports real-time operational reporting on live transactional data? Choose the correct answer.

- \* SAP DB row-based databases
- \* SAP ASAP aggregates
- \* Java layer
- \* Core Data Services

**NO.54** Which of the following functions are controlled by the delivery item category? Note: There are 3 correct answers to this question.

- \* Automatic batch determination
- \* Check minimum quantity
- \* Returns
- \* Availability check
- \* Item relevant for delivery

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