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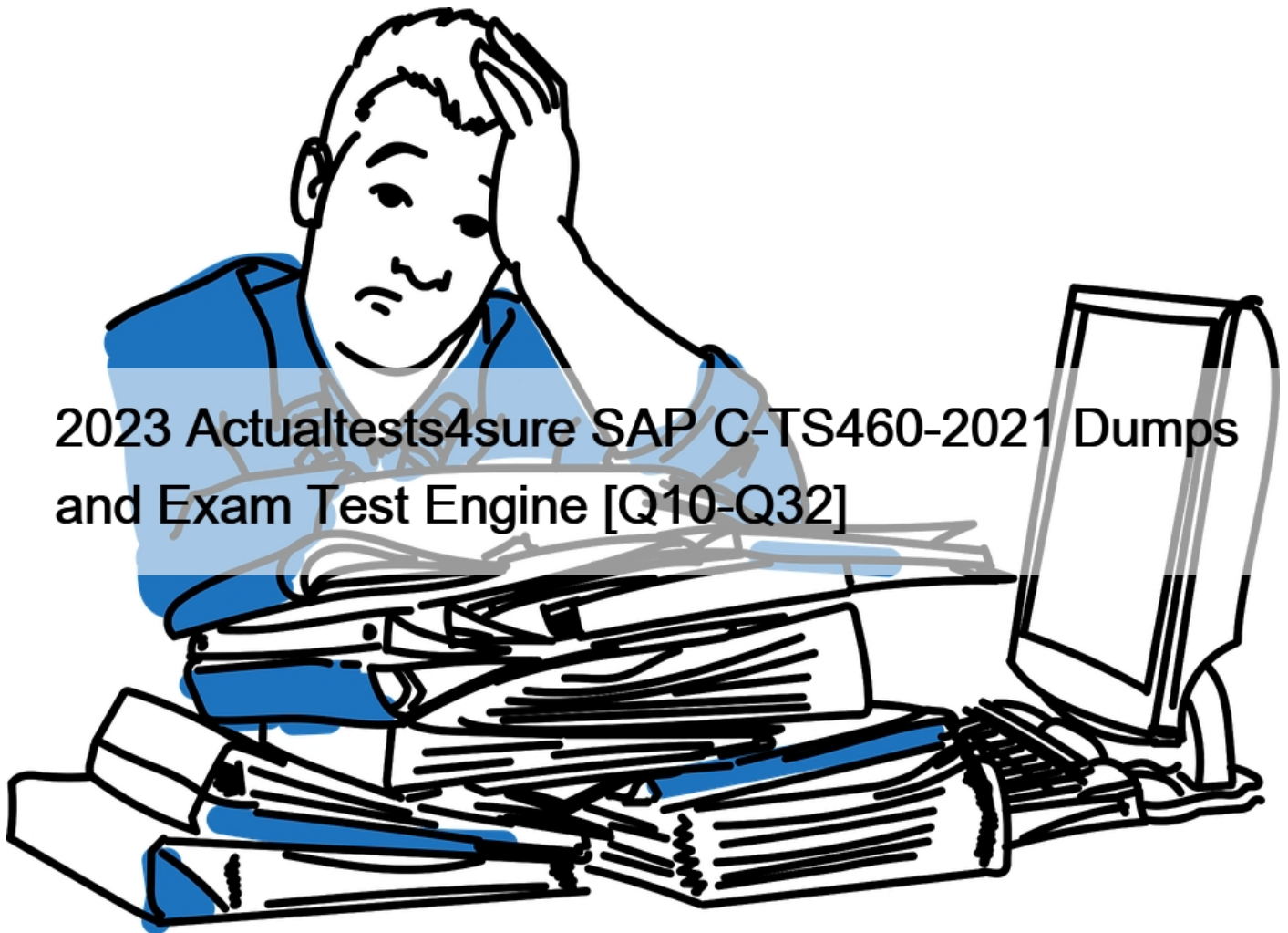

2023 Actualtests4sure SAP C-TS460-2021 Dumps and Exam Test Engine
SAP C-TS460-2021 DUMPS WITH REAL EXAM QUESTIONS

SAP C-TS460-2021 certification exam is intended for professionals who are involved in sales processes, including sales managers, sales representatives, and sales support consultants. It is also suitable for individuals who want to pursue a career in SAP S/4HANA Sales implementation and consulting. SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling certification exam is based on the latest version of SAP S/4HANA Sales and is regularly updated to ensure that it reflects the latest industry trends and practices.

SAP C-TS460-2021 certification exam is designed for professionals who want to validate their skills and knowledge in SAP S/4HANA Sales. SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling certification exam is part of the SAP Upskilling program and is intended for individuals who have already completed the SAP S/4HANA Sales certification exam but want to upskill and stay up-to-date with the latest technologies and best practices in the industry.

NEW QUESTION 10

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

NEW QUESTION 11

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.
* Sold-to party
* Route
* Shipping point
* Plant

NEW QUESTION 12

Apart from the condition tables and the sequence in which they are searched, what additional setting can be defined in an access sequence?
* The exclusion group that applies to the condition tables
* The requirement that checks if the step should be executed
* The condition key to be used in account determination
* The calculation type to be applied to each table

NEW QUESTION 13

Which of the following are examples of outbound processes in SAP Extended Warehouse Management? Note:

There are 2 correct answers to this question.
* Internal routing
* Picking optimization
* Scrapping
* Load management

NEW QUESTION 14

Which tools are available within SAP S/4HANA to support operational reporting? Note: There are 2 correct answers to this question.
* SAP Smart Business cockpit
* SAP Analytics Cloud
* SAP Lumira Designer
* Query Browser

NEW QUESTION 15

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?

* Sales office
* Sales area
* Sales organization
* Business partner

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

NEW QUESTION 16

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?

* Movement type
* MRP type
* Requirements type
* Item type

NEW QUESTION 17

What do you have to put in place in order to use invoice lists? Note: There are 2 correct answers to this question.

* Assign a common payer to all customer master records to be included
* Assign all customers to be included to the common payer master record
* Assign an invoice list type to the billing factory calendar
* Assign an invoice list type to the billing types to be included

NEW QUESTION 18

You want the system to copy the entire source document to the target document and issue a message when someone tries to change the order quantity or delete an item. You can achieve this by selecting the Complete Reference indicator. Where do you do this?

* In the header-level copy control
* In the source item category
* In the item-level copy control
* In the source document type

NEW QUESTION 19

What is the purpose of the partner type in partner determination?

* To identify whether a partner is mandatory in the business transaction
* To represent the roles the partners play in the business transact
* To identify the area of master data in which the partner’s details are stored
* To assign the partner number in the customer master

NEW QUESTION 20

What do you need to do to configure automatic picking location determination for outbound deliveries? Note:

There are 2 correct answers to this question.
* Flag the Determine Storage Location field in the delivery type.
* Flag the Determine Storage Location field in the delivery item category.
* Assign a rule to the delivery type of the outbound delivery
* Assign a rule to the item category of the outbound delivery.

NEW QUESTION 21

You want to create a discount that will only apply to a customer’s first order, and then be automatically deactivated.Where do you activate this?
* In the pricing procedure
* In the condition table
* In the access sequence
* In the condition type

NEW QUESTION 22

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

NEW QUESTION 23

Which fields must contain the same values for multiple sales orders and/or deliveries so that they can be combined into one billing document? Note: There are 3 correct answers to this question
* Shipping point
* Material group
* Bill-to party
* Terms of payment
* Company code

NEW QUESTION 24

In the event of a material shortage, your customer wants you to ship as much material as possible on the requested date, while still requiring eventual delivery of the full ordered quantity. What do you set to achieve this requirement?
* The Partial Delivery Allowed indicator
* The Complete Delivery indicator in the sales order header
* The Unlimited Tolerance indicator
* The Only Complete Delivery Allowed indicator

NEW QUESTION 25

You are creating a sales order with reference to a quotation and want to be able to change the sold- to party.

Where do you maintain the setting to allow this?
* In the business partner sales and distribution view

* In the copy control – copy requirements
* In the definition of the sales document type for the quotation
* In the definition of the sales document type for the order

NEW QUESTION 26

What does the schedule line category control? Note: There are 3 correct answers to this question.
* Relevant for picking
* Item relevant for delivery
* Delivery block
* Purchasing document type
* Storage location required

NEW QUESTION 27

You purchase materials from a third party supplier for sale and delivery to your customers. You want to ensure that creation of a sales order automatically results in the creation of a purchasing document. How can you do this? Note: There are 2 correct answers to this question.
* Use an item category in which the Item Relevant for Delivery field is set.
* Use a sales document type in which the Reference Mandatory field is activated.
* Use a schedule line category in which a purchasing document type is specified.
* Use an item category in which the Schedule Lines Allowed field is activated.

NEW QUESTION 28

Which statements apply to SAP CoPilot? Note: There are 2 correct answers to this question.
* SAP CoPilot enables you to access and work with SAP applications using your natural language
* SAP CoPilot can only access and work with an SAP S/4HANA system.
* SAP CoPilot runs on a separate server and completely replaces the SAP Fiori launchpad.
* SAP CoPilot is SAP’s digital assistant and bot integration hub for the entire enterprise.

NEW QUESTION 29

Which of the following are features of condition contract management (CCM) in Settlement Management? Note: There are 3 correct answers to this question.
* In SAP S/4HANA Sales, a condition contract contains key information relevant for the calculation and settlement of customer rebates
* CCM complements, but does not replace, traditional rebate management in SAP S/4HANA.
* Partial, final, and delta are types of settlement available in CCM
* A settlement calendar must be maintained in each condition contract
* Condition type RES1 is used in condition contracts to calculate the rebate accrual value

NEW QUESTION 30

Which of the following options are available in copy control for sales documents? Note: There are 2 correct answers to this question.
* The update document flow flag determines whether or not both the header and item document flows are updated
* The copy item number flag determines whether or not the item number increment for the target document is ignored.
* The item category proposal field in the copy rule determines whether or not item category determination is executed in the target document
* The data transfer VBAP field determines whether or not information is copied across from the source document header

NEW QUESTION 31

Which of the following are benefits of using the business partner (BP) approach in SAP S/4HANA? Note: There are 2 correct answers to this question.
* ABP can have the credit management role
* Only one address is allowed for each BP
* General data is shared across different roles
* Account groups no longer need to be maintained

NEW QUESTION 32

Which statements apply to shipping points in the SAP S/4HANA system? Note: There are 2 correct answers to this question.
* A shipping point contains the pick/pack time and the transportation lead time.
* Each shipping point is always assigned to exactly one plant.
* shipping point is assigned to one or more plants.
* Shipping points are required for outbound delivery processing.

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