

# C\_TS460\_1909<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 1909  
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#### QUESTION 1

Which of the following actions can you directly execute in the SAP Fiori app "Manage Sales Orders"? There are 3 correct answers to this question.

- A. Create sales orders
- B. Reject all items in a sales order
- C. Release credit blocks
- D. Remove billing blocks
- E. Create billing documents

Correct Answer: ABD

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#### QUESTION 2

What capabilities does SAP S/4HANA embedded analytics provide? There are 2 correct answers to this question.

- A. Real time decision support
- B. Comparison of current data with historical data to identify trends
- C. Automatic update of story boards
- D. Strategic analysis

Correct Answer: AB

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#### QUESTION 3

What changes were made to the SAP ERP SD data model when it was converted to SAP S/4HANA? There are 2 correct answers to this question.

- A. Status fields were moved to the corresponding header and item tables
- B. The document flow table was changed to a process overview table that combines document flow and status information
- C. The field length extension of the SD document category (VB Typ) was reduced to a 1 - character data element
- D. The document index tables were optimized for analytics

Correct Answer: AB

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#### QUESTION 4

Where do you assign a contract profile? Please choose the correct answer.

- A. Item category
- B. Sales document type
- C. Billing document type
- D. Customer master

Correct Answer: B

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#### QUESTION 5

Which process step is mandatory in outbound delivery? Please choose the correct answer.

- A. Picking
- B. Posting the goods issue
- C. Transportation planning
- D. Packing

Correct Answer: B

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#### QUESTION 6

In SAP S/4HANA, what does SAP Extended Warehouse Management (SAP EWM) determine during sales order fulfillment? Please choose the correct answer.

- A. The applicable putaway strategy
- B. The optimal utilization of container space
- C. The stocked and suitable storage bins
- D. The sequence of transport unit unloading

Correct Answer: C

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#### QUESTION 7

What are characteristics of the make-to-order process with Assembly Processing? There are 2 correct answers to this question.

- A. The sales order requires a phantom item for the transfer of requirement
- B. The sales order directly initiates the posting of the goods issue
- C. The production order is directly created from the sales order

D. The material is stored in a sales order specific stock

Correct Answer: CD

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#### QUESTION 8

In a sales order, which parameter can be used for the route determination? Please choose the correct answer.

A. The loading group assigned to the material

B. The shipping condition of the Sold-to party

C. The Incoterms of the Ship-to party

D. The departure zone of the plant

Correct Answer: B

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#### QUESTION 9

When you migrate customer information from SAP ERP to SAP S/4HANA, what must you do? Please choose the correct answer.

A. Convert all vendors to customer master transactions

B. Update all custom code that calls customer master transactions

C. Convert all open sales orders to the new data model

D. Convert all customers and vendors to business partners

Correct Answer: D

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#### QUESTION 10

Which of the following is contained in a building block of an SAP S/4HANA best practice? Please choose the correct answer.

A. Test script

B. Activation content

C. Scope item fact sheet

D. Solution scope

Correct Answer: B

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#### QUESTION 11

Which steps must be completed to implement a new SAP Fiori tile for a specific evaluation? There are 3 correct answers to this question.

- A. Create a new KPI
- B. Create the tile and assign it to the evaluation
- C. Create the tile and assign it to the KPI
- D. Define the required thresholds
- E. Create the exception report in the background system

Correct Answer: ABD

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#### QUESTION 12

What activity is supported by the Sales Order Fulfillment Monitor? Please choose the correct answer.

- A. Resolve incomplete data
- B. Create sales contracts
- C. Track warehouse orders
- D. Change KPI data for sales

Correct Answer: A

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#### QUESTION 13

You want to be able to maintain a new partner function in the customer role of the business partner master and have it copied as a proposal to the sales order. How do you achieve this? There are 2 correct answers to this question.

- A. Ensure that the customer role of the business partner master is the source for the new partner function in the sales order
- B. Mark the new partner function as relevant for sales documents and customer role of the business partner master.
- C. Include the new partner function in the relevant copy control from the customer role of the business partner master to sales documents
- D. Include the new partner function in the partner determination procedure of the relevant account group

Correct Answer: CD

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#### QUESTION 14

Which characteristics apply to listing and exclusion? There are 2 correct answers to this question.

- A. A single sales document can have both a listing and exclusion procedures assigned simultaneously

- B. An existing condition record for a listing can be switched to an exclusion
- C. The listing and exclusion procedures are determined the same way as a pricing procedure in a sales order
- D. Listing and exclusion is based on the condition technique

Correct Answer: AD

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#### QUESTION 15

A header partner function is to be used and changed on the item level. Which setting do you have to make to achieve this? Please choose the correct answer.

- A. Maintain the sales document header as the relevant source for the partner function
- B. Select the '\\Copy partner function\\' parameter in the Customizing settings for the item category
- C. Mark the partner function as unique in the partner determination procedure of the sales document type
- D. Include the partner function in the partner determination procedure of the item category

Correct Answer: B

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