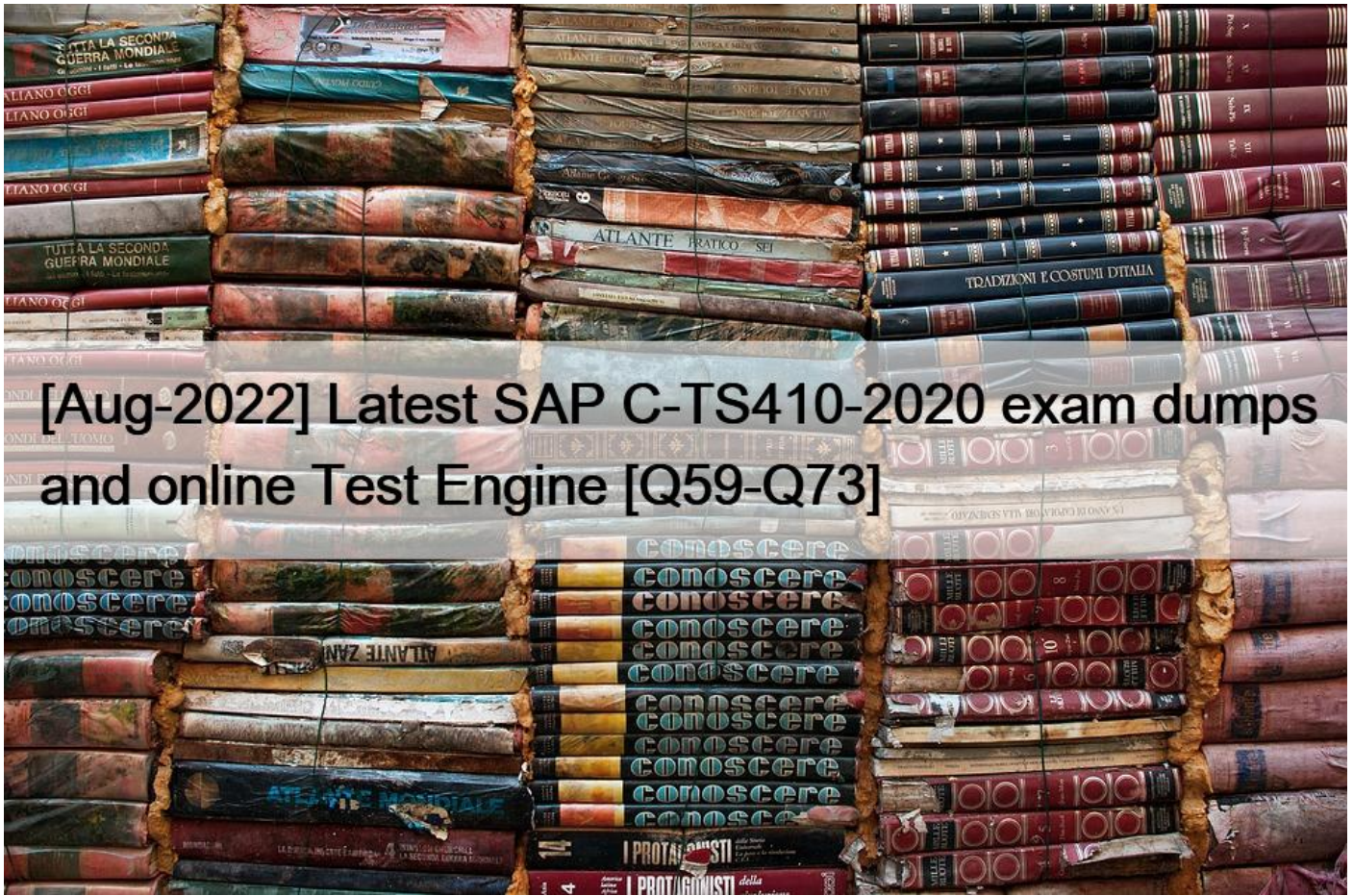


[Aug-2022 Latest SAP C-TS410-2020 exam dumps and online Test Engine [Q59-Q73]



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SAP C-TS410-2020: Selling SAP Certified Application Associate Products and Solutions

Q59. Which of the following master records are directly assigned to a company code? There are TWO correct answers for this Question

- * Material master
- * Cost center
- * Activity type
- * Fixed asset

Q60. Which objects can you settle?

There are Three correct answers for this Question

- * Maintenance order
- * Work breakdown structure(WBS) element
- * Profitability segment
- * Cost center

Q61. What are the integration points between a fixed asset and a cost center? There are TWO correct answers for this Question

- * Asset book value
- * Depreciation run
- * Asset creation
- * Asset acquisition

Q62. In a make-to-order process, a raw material needs to be issued from the warehouse to the manufacturing line. In which order will you post the goods issue?

- * Stock transfer order
- * Planned order
- * Sales order
- * Production order

Q63. In which situation would you create an equipment master record? There are TWO correct answers for this Question

- * To report the usage time of an object at a functional location
- * To report and track preventive maintenance tasks for an object
- * To report the effects of usage on the likelihood of damage to the installed equipment
- * To functionally represent the technical system structures in your company

Q64. What does a work center control?

There are TWO correct answers for this Question

- * Calculation of costs of work performed
- * Valuation of bill of material components
- * Scheduling of operations
- * Release of production orders

Q65. Which of the following can be included in a customer pricing condition record? There are TWO correct answers for this Question

- * Surcharges
- * Invoice amounts
- * Discounts
- * Order values

Q66. What is document splitting used for?

- * To summarize G/L postings at the controlling area level
- * To fill the segment characteristic in all line items
- * To summarize CO line items to produce fewer line items
- * To update multiple ledgers for parallel accounting

Q67. Which maintenance order element includes the field values for work center, control key, and activity type?

- * Order header
- * Actual cost
- * Operation
- * Assembly

Q68. You have created an asset master data record. Which other master data record can be created synchronously?

- * Cost center
- * Equipment

- * Primary cost element
- * Functional location

Q69. Which documents are created when you post a valuated goods receipt for consumable materials? There are TWO correct answers for this Question

- * Accounting document
- * Vendor invoice document
- * Sales order document
- * Controlling document

Q70. Which document post directly to the universal journal? There are THREE correct answers for this Question

- * Asset Accounting document
- * Material document
- * Material Ledger document
- * Sales document
- * Profitability Analysis document

Q71. What general ledger account information is defined at the chart of accounts level? There are TWO correct answers for this Question.

- * Account balance
- * Account number
- * Account management
- * Account group

Q72. Which objects can be assigned to a purchasing organization? There are TWO correct answers for this Question

- * Vendor
- * Material master
- * Plant
- * Controlling area

Q73. Which SAP solution is used to perform marketing operations within the SAP S/4HANA suite?

- * SAP Fieldglass
- * SAP SuccessFactors
- * SAP Hybris
- * SAP Ariba

SAP C-TS410-2020 Certification Exam Topics:

Topic Areas Topic Details, Courses, Books **SAP Project Systems (PS) 8% - 12%** Explain the project system capabilities. TS410 (SAP S/4HANA 2020) **Core Finance: Management Accounting (CO) > 12%** Analyze the role of management accounting and utilize core functions. TS410 (SAP S/4HANA 2020) **SAP S/4HANA Basics > 12%** Describe SAP S/4HANA as an enabler for digital transformation, the role of SAP Fiori UX and the concept of organizational structures and master data. TS410 (SAP

S/4HANA 2020) **Core Finance: Financial Accounting (FI) 8% - 12%** Describe the role of financial accounting and execute core functionalities. TS410 (SAP S/4HANA 2020) **SAP Enterprise Asset Management (EAM) 8% - 12%** Describe the business process of enterprise asset management. TS410 (SAP S/4HANA 2020) **Hire to Retire Processing < 8%** Describe human capital management functionalities and the integration scenarios with Success Factors. TS410 (SAP S/4HANA 2020) **Source to Pay Processing 8% - 12%** Describe the business processes associated with Purchase-to-Pay. TS410 (SAP S/4HANA 2020) **Lead to Cash Processing 8% - 12%** Explain the lead to cash business process. TS410 (SAP S/4HANA 2020) **Design to Operate Processing > 12%** Describe the business processes associated with Design-to-Operate. TS410 (SAP S/4HANA 2020)

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