C-TS460-2021 Exam Dumps - PDF Questions and Testing Engine [Q50-Q69
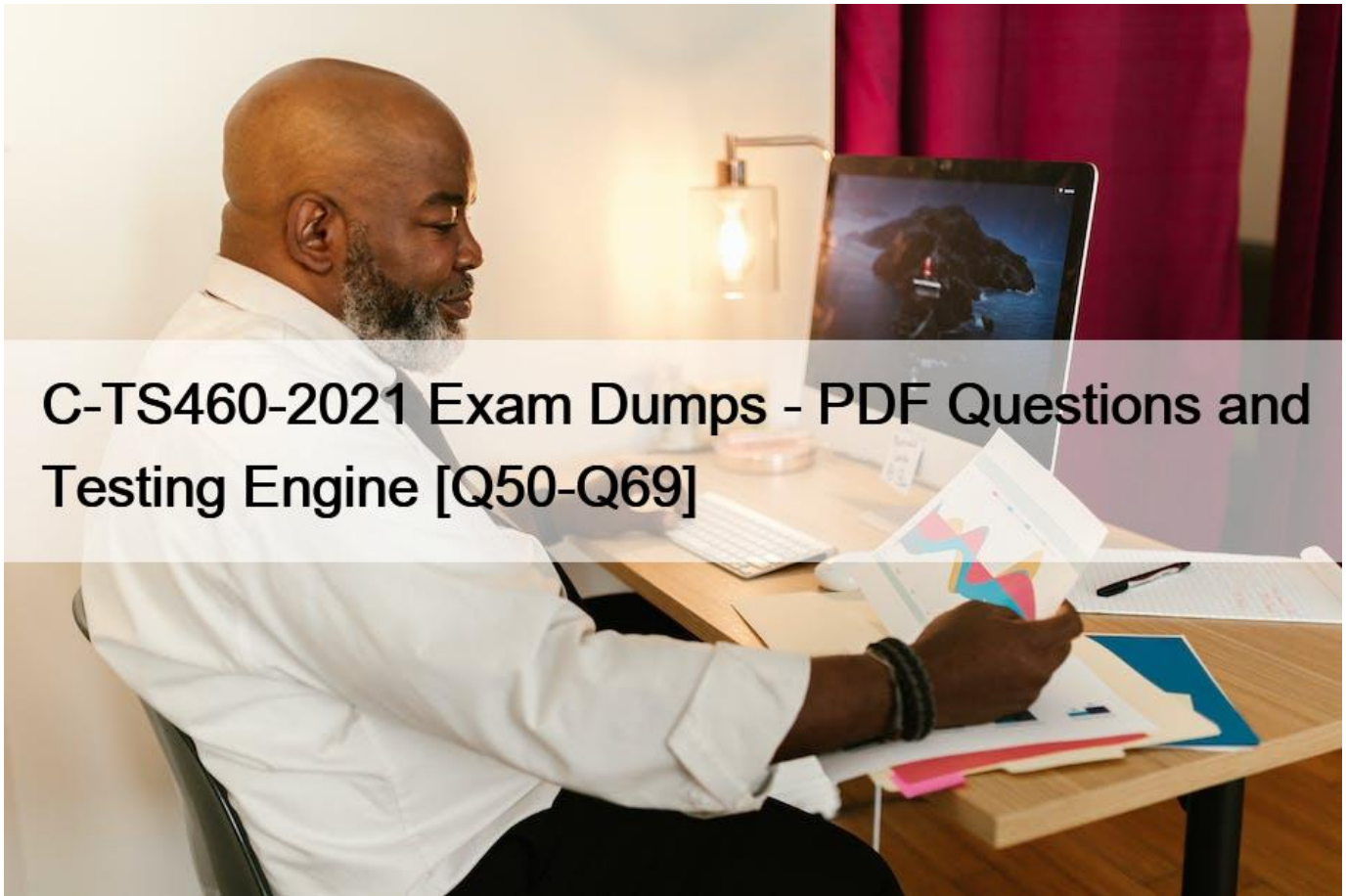

C-TS460-2021 Exam Dumps - PDF Questions and Testing Engine
C-TS460-2021 Dumps - The Sure Way To Pass Exam

The SAP C_TS460_2021 certification exam covers a wide range of topics, including sales order management, pricing, billing and invoicing, and customer management. Candidates must demonstrate their ability to navigate the SAP S/4HANA Sales system, as well as their understanding of the key features and functionality of the software.

Q50. 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

Q51. 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

Q52. 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.

Q53. 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

Q54. 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

Q55. 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

Q56. What can you do in the SAP Fiori app Sales Order Fulfillment Issues? Note: There are 2 correct answers to this question.
* Use natural language processing to update sales orders
* Check and edit the payment terms on header and/or item level.
* Monitor sales orders in critical stages
* Create a new sales order

Q57. 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.

Q58. 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

Q59. Where can you set a condition exclusion indicator? Note: There are 2 correct answers to this question.
* In the condition type
* In the condition record
* In the access sequence
* In the pricing procedure

Q60. 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

Q61. Which of the following functions are controlled by the delivery item category? Note: There are 3 correct answers to this question
* Check minimum quantity
* Availability check
* Item relevant for delivery
* Returns
* Automatic batch determination

Q62. Which of the following options are available when using the SAP Fiori app Manage Sales Item Proposals? Note: There are 3 correct answers to this question
* Display a list of assigned customers for each sales item proposal.
* Store frequently ordered quantities for products
* Store the customer’s own product code for a material.
* Store frequently ordered products for a customer.
* Override the customer’s standard delivery priority.

Q63. 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 batch determination in the warehouse
* The customer needs support for QM inspection lot integration
* 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.

Q64. Which elements are used for pricing procedure determination? Note: There are 3 correct answers to this question
* Customer
* Sales document type
* Material master
* Sales area
* Sales group

Q65. 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.

Q66. Which of the following assignments regarding organizational units are possible in Sales and Distribution? Note: There are 2 correct answers to this question.

* You can assign multiple storage locations to one shipping point
* You can assign a sales organization to multiple company codes
* You can assign multiple shipping points to one plant.
* You can assign multiple divisions to one sales organization.

Q67. 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

Q68. Which of the following functions are controlled by the delivery item category? Note: There are 3 correct answers to this question

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

Q69. 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.

The SAP C-TS460-2021 certification exam is designed to test the knowledge and skills of individuals who are seeking to become certified SAP Application Associates in SAP S/4HANA Sales 2021. The certification exam is intended for professionals who have a good understanding of sales processes and are familiar with the functions and features of SAP S/4HANA Sales.

To prepare for the SAP C-TS460-2021 exam, candidates must have a strong understanding of sales processes, pricing, credit management, and order fulfillment in SAP S/4HANA Sales. Candidates can use a variety of resources to prepare for the exam, including online training courses, study guides, and practice exams. Successful completion of the SAP C-TS460-2021 exam demonstrates a candidate's ability to effectively manage sales processes in SAP S/4HANA Sales and provides them with a competitive edge in the job market.

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