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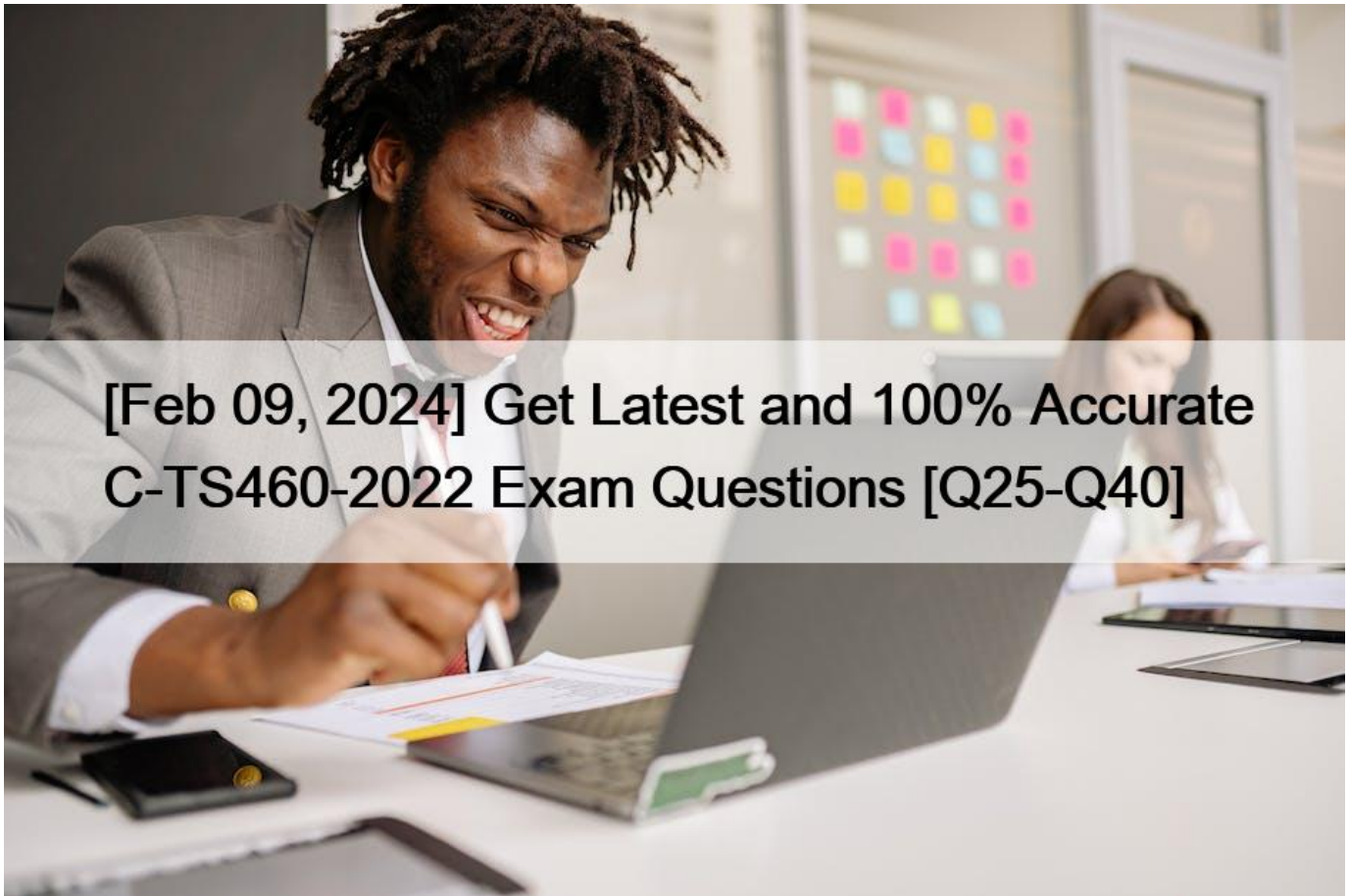

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SAP C-TS460-2022 Exam Syllabus Topics:

TopicDetailsTopic 1- Explain Best Practices for using SAP S- 4HANA reporting- Maintain customization settings required to perform cross-functional business processesTopic 2- Explain key simplifications enabled by SAP S- 4HANA in the area of Sales- Explain and perform tasks relating to the use and customizing of Sales DocumentsTopic 3- Explain and perform tasks relating to Billing (basics)- Master Data and Organizational StructuresTopic 4- Explain and perform tasks relating to pricing and condition technique- Set up and maintain relevant master data and organizational structuresTopic 5- Explain the use and customizing of shipping transactions- Explain topics related to SAP Intelligent Technologies and the Intelligent Enterprise

NO.25 When you embark on a system conversion from SAP ERP 6.0 lo SAP S/4HANA, which of the following tasks must be performed? Note: There are 2 correct answers to this question

* Decide whether SAP S/4HANA output management or the NAST framework will be used in billing.

* Convert all rebate discounts from condition contract management (CCM) to SD rebate processing

* Convert all customers and vendors to business partners
* Convert all open sales documents to the new data model.

NO.26 When scheduling a sales order for delivery, which lead times are obtained from the shipping point? Note: There are 2 correct answers to this question
* Loading lime
* Transportation lead time
* Pick/pack time
* Transit time

NO.27 Which elements are used during automatic shipping point determination in a sales order? Note: There are 3 correct answers to this question
* Loading group
* Shipping type
* Shipping conditions
* Transportation group
* delivering plant

NO.28 You want to exclude all discounts if a customer-specific price is used in an order. What 2 tasks are required to achieve this? Note. There are 2 correct answers to this question.
* Enter an exclusion indicator in the discount condition records
* Enter a requirement in the access sequence to check for exclusion.
* Enter an exclusion indicator in the price condition record.
* Enter a requirement in the pricing procedure to check for exclusion

NO.29 You want your organization to support cross-division sales. Where do you set this in customizing?
* Customer account group
* Sales document type
* Sales organization
* Company code

NO.30 Which of the following elements can be used in the account determination during billing? Note: There are 3 correct answers to this question
* Account key
* Sales organization
* Controlling area
* Account assignment group for material
* Account assignment group for sold-to party

NO.31 What can you do in the SAP Fiori app Track Sales Orders? Note: There are 3 correct answers to this question?
* Set and remove blocks for the posting to SAP S/4HANA Finance.
* Create a new sales order
* Use machine learning to update sales order blocks.
* Navigate to sales order details.
* Set and remove delivery blocks.

NO.32 Apart from the condition tables and the sequence in which they are searched, what additional setting can be defined in an access sequence?
* The calculation type to be applied to each table
* The condition key to be used in account determination

* The exclusion group that applies to the condition tables
* The requirement that checks whether the step should be executed

NO.33 You create a set of working times because you want delivery scheduling to be performed using precise scheduling. Where do you assign the working times?
* Warehouse
* Plant
* Shipping point
* Route

NO.34 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 condition type
* In the access sequence
* In the condition table
* In the pricing procedure

NO.35 Why would you use a preliminary billing document in SAP S/4HANA? Note: There are 2 correct answers to this question
* You want to update financial accounting before final billing takes place.
* You want to facilitate negotiations with the customer
* You want to create a partial invoice.
* You want to create output without updating financial accounting.

NO.36 You want to ensure that your customer can only order specific materials. In which of the following objects should these materials be entered?
* Materials listing
* Product hierarchy
* Material determination
* Assortment module

NO.37 You are creating a material master for the services your organization provides. Which of the following views in the material master must you maintain? Note. There are 2 correct answers to this question.
* Sales
* Basic data
* Costing
* Purchasing

NO.38 You want to combine multiple sales orders and/or deliveries into one billing document. Which fields need to have the same values in every sales order you want to combine? Note. There are 3 correct answers to this question.
* Billing date
* Profit center
* Material group
* Company code.
* Payer

NO.39 The business wants to use the requested delivery date as the pricing date in sales orders. Where do you maintain this?
* In the pricing procedure
* In the customer master sales and distribution view
* In the schedule line category
* In the sales document type

NO.40 How can credit and debil memo requests be created? Note: There are 3 correct answers to this question.

* With reference to a credit or debit memo
* With reference to a delivery document
* With reference to an order
* Without reference to a previous document
* With reference to a billing document

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