



SAP

C_TS460_2021

SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling

Questions & Answers PDF

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Question: 1

You want to overwrite the shipping conditions from the customer master to always have the same value for all product returns. Where do you maintain this

- A. Item category
- B. Sales document type
- C. Partner determination for sales document header
- D. Customer sales and distribution data

Answer: B

Question: 2

You want to change the prices for several documents at the same time. How can you achieve this?

- A. Using the SAP Fiori app Sales Performance - Plan/Actual
- B. Using the SAP Fiori app Track Sales Orders
- C. Using the fast change function in each sales order
- D. Using the mass change function in the document list (VA05)

Answer: D

Question: 3

Which approach will retain most historic transactional data when you move from SAP ERP to SAP S/4HANA on premise?

- A. System conversion
- B. Landscape transformation
- C. New implementation
- D. System copy

Answer: A

Question: 4

You want to prevent delivery creation when a required field is left empty during sales order entry. How can you achieve this?

- A. Assign an incompleteness procedure to the respective delivery item categories
- B. Set the dialog message for incompleteness for the sales document type
- C. Select the Warning indicator for the field in the incompleteness procedure
- D. Assign an applicable status group to the field that should be checked for completeness

Answer: D

Question: 5

How does the process flow of SAP Smart Business for sales order fulfilment help you? Note: There are 2 correct answers to this question.

- A. It provides access to actions to solve process problems
- B. It highlights issues using status colors
- C. It enables the assignment of release orders to be reversed.
- D. It provides access to make corrections in master data

Answer: A, B



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