



SAP

C_TS460_2022

SAP Certified Application Associate - SAP S/4HANA Sales 2022 Upskilling

Questions & Answers PDF

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Question: 1

Which of the following are characteristics of SAP Smart Business in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. It uses SAP Analytics Cloud as its analysis engine.
- B. Its user interface supports multiple channels.
- C. Although SAP Smart Business is embedded in SAP S/4HANA, it requires a separate installation.
- D. It combines real-time insights with analytics and transactional follow-up activities.

Answer: CD

Question: 2

Which of the following are benefits of using the business partner (BP) approach in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Only one role is required for each BP.
- B. A BP can have both the customer role and the supplier role.
- C. Multiple address handling is available for a BP.
- D. Account groups no longer need to be maintained.

Answer: BC

Question: 3

In the standard SAP S/4HANA system, which of the following documents are configured with a billing block by default? Note: There are 2 correct answers to this question.

- A. Returns order
- B. Credit memo
- C. Free-of-charge order
- D. Credit/debit memo request

Answer: AD

Question: 4

What is controlled by the text determination procedure for a sales document? Note: There are 2 correct answers to this question.

- A. That a specific text object is used as the text source
- B. That a text should be retrieved in a specific language
- C. That determination of a text is mandatory
- D. That a text should be determined automatically

Answer: AB

Question: 5

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?

- A. Warehouse
- B. Plant
- C. Route
- D. Shipping point

Answer: D

Question: 6

What do you have to put in place in order to use invoice lists? Note: There are 3 correct answers to this question.

- A. Assign all customers to be included to the common payer master record
- B. Assign a common payer to all customer master records to be included.
- C. Assign an invoice list type to the billing factory calendar.
- D. Assign a factory calendar to the payer master record.
- E. Assign an invoice list type to the billing types to be included.

Answer: CDE

Question: 7

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

- A. Costing

- B. Purchasing
- C. Sales
- D. Basic data

Answer: CD

Question: 8

In which document type is the item reference status set to Partially Referenced after a partial quantity has been referenced?

- A. An inquiry that has been referenced by a quotation
- B. A quotation that has been referenced by an order
- C. An order that has been referenced by a contract
- D. An inquiry that has been referenced by an order

Answer: B

Question: 9

Which standard calculation rules are available when setting up a free goods master record? Note: There are 2 correct answers to this question.

- A. Unit reference to units
- B. Pro rata
- C. Maximize quantities
- D. Inclusive quantities

Answer: AB

Question: 10

You want to create a new SAP Smart Business evaluation that uses a new KPI, and add it to the SAP Fiori launchpad. Which steps must you complete? Note: There are 3 correct answers to this question.

- A. Configure the visualization of the new KPI by adding it to a tile.
- B. Create a new group and a new KPI.
- C. Create and activate a report for the new KPI.
- D. Assign a new tile to the newly created group.
- E. Create a relevant exception report in the appropriate back-end system.

Answer: ACD



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