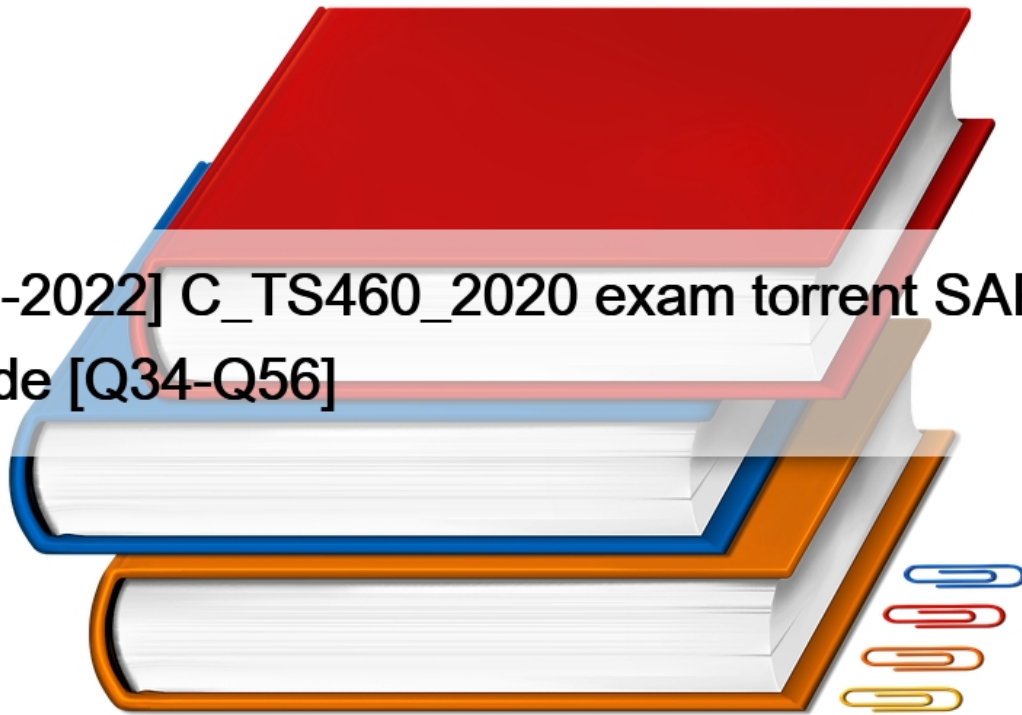


[Jul-2022 C_TS460_2020 exam torrent SAP study guide [Q34-Q56]

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SAP S/4HANA Sales Upskilling Certification Exam Topics:

Topic Areas Topic Details, Courses, Books Weighting SAP S/4HANA Innovations Explain Best Practices for using SAP S/4HANA, describe the user experience with SAP Fiori and describe the capabilities of embedded analytics within SAP S/4HANA. S4H01,S4LG1,S4SD1 > 12% Simplifications Explain key simplifications enabled by SAP S/4HANA in the area of Sales. S4LG1,S4SD1 18% - 12% Sales Explain and perform tasks relating to the use and customizing of Sales Documents. TSCM60,S4SD1 OR SCM600,SCM605,S4SD1 > 12% Next Generation Technologies Explain topics related to SAP CoPilot and the Intelligent Enterprise. S4H01,S4SD1 < 8% Shipping Explain the use and customizing of shipping transactions. TSCM60 OR SCM605,SCM610 8% - 12% Pricing Explain and perform tasks relating to pricing and condition technique. TSCM62,S4SD1 OR SCM620,S4SD1 18% - 12% Cross-functional Customizing Maintain customization settings required to perform cross-functional business processes. TSCM62 OR SCM650 < 8%

Q34. Which features characterize SAP CoPilot as open and extensible? Note: There are 2 correct answers to this question.

- * SAP CoPilot contains natural language processing (NLP) functionality.
- * SAP CoPilot supports bots, agents, and application programming interfaces.
- * SAP CoPilot integrates with SAP and non-SAP solutions.
- * SAP CoPilot uses machine learning functionality to gain knowledge.

Q35. In the event of a material shortage, your customer wants you to ship as much material as possible on the requested date, while still requiring eventual delivery of the full ordered quantity. What do you set to achieve this requirement?

- * The Only Complete Delivery Allowed indicator
- * The Complete Delivery indicator in the sales order header
- * The Partial Delivery Allowed indicator
- * The Unlimited Tolerance indicator

Q36. You want to sell to the same customer through different sales areas. How can you achieve this?

- * Extend the existing customer into each new sales area.
- * Define a customer procedure for cross-selling.
- * Assign a cross-selling profile to the sales area.
- * Assign the different sales areas to a common sales area.

Q37. What functionality is used to make sales order items available to MRP? Choose the correct answer.

- * Transfer of order volume
- * Transfer of availability
- * Transfer of material planning
- * Transfer of requirements

Q38. For which master data can you reduce maintenance using the common master data concept? Choose Two correct answers.

- * Output master record
- * Customer master record
- * Condition master record
- * Customer-material information master record

Q39. Where do you configure whether billing should be order-related or delivery-related? Choose the correct answer.

- * Delivery type
- * Delivery document item category
- * Sales document item category
- * Sales order type

Q40. Which of the following conditions can be manually adjusted in an order? Note: There are 2 correct answers to this question.

- * Order Value (HM00)
- * Minimum Value Surcharge (AMIZ)
- * Minimum Price (PMIN)
- * Cost/Internal Price (VPRS)

Q41. What are some of the characteristics of SAP Best Practices for SAP S/4HANA? Note: There are 3 correct answers to this question.

- * Test scripts are available in scope items.
- * Best Practices consist of solution packages, scope items and building blocks.
- * Scope items represent predefined business process functionality delivered out of the box.

- * Scope items must be included in the project scope.
- * Each building block is unique to a scope item.

Q42. When you set up a billing document, which copy control parameters are available at header level? Choose Two correct answers.

- * Copy item number
- * Reference number
- * Update document flow
- * Pricing type

Q43. Which technological concept supports real-time operational reporting on live transactional data? Choose the correct answer.

- * SAP DB row-based databases
- * SAP ASAP aggregates
- * Java layer
- * Core Data Services

Q44. Your project requires that a new text element from the business partner master record is automatically copied into the header information in sales orders. What must you do? Choose Two correct answers.

- * Create a condition master record for the new text type.
- * Assign a text determination procedure to the sales document type.
- * Assign the required text type with an appropriate access sequence to the text determination procedure.
- * Assign a text determination procedure to the sales item category.

Q45. In a sales order, which parameter can be used for route determination?

- * The loading group of the ship-to party
- * The departure zone of the shipping point
- * The shipping conditions of the material
- * The transportation group of the plant

Q46. To which combination of organizational units do you assign a warehouse number? Choose the correct answer.

- * Plant and storage section
- * Plant and storage location
- * Plant and storage type
- * Plant and material staging area

Q47. Which tools are available within SAP S/4HANA to support operational reporting? Note: There are 2 correct answers to this question.

- * SAP Lumira Designer
- * SAP Analytics Cloud
- * SAP Smart Business cockpit
- * Query Browser

Q48. What do you need to consider when you create a condition record for pricing? Choose the correct answer.

- * You have to set a time frame for each condition record.
- * You can create condition records for header conditions.
- * You can create condition records for condition types that are selected as manual in the pricing procedure.
- * You have a limit of 1 scale levels for each condition record.

Q49. You wish to use advanced Available-to-Promise (aATP) in your SAP S/4HANA project. Which of the following are characteristics of this functionality? Note: There are 3 correct answers to this question.

- * Alternative-based confirmation (ABC) in aATP can be used to determine an alternative plant automatically.
- * aATP is activated in the Availability Check Group field.
- * aATP requires a dedicated license.
- * aATP is activated in the schedule line category.
- * aATP is activated in the sales document type.

Q50. Which master data can you use for automatic determination of the delivering plant in a sales order? Choose Three correct answers.

- * Ship-to party
- * Customer hierarchy
- * Sold-to party
- * Material master
- * Customer material info record

Q51. 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.

- * Plant
- * Route
- * Shipping point
- * Sold-to party

Q52. What are some of the characteristics of a preliminary billing document in SAP S/4HANA? Note: There are

2 correct answers to this question.

- * A preliminary billing document is an optional intermediary document between a billed reference document and the final billing document.
- * A preliminary billing document is relevant for output, but not for posting to financial accounting.
- * A preliminary billing document is a required intermediary document between a billed reference document and the final billing document.
- * A preliminary billing document is not relevant for output, but it is relevant for posting to financial accounting.

Q53. In SAP Smart Business, the sales process flow can be the starting point for solving issues. Which features does the process flow provide in this context? Choose Two correct answers.

- * It is possible to open and solve an issue directly from the process flow.
- * The actual status of a document is shown graphically using colours (red/green).
- * Using artificial intelligence (AI), the system predicts the issue status on a certain date using colours.
- * A wizard is available that uses machine learning to help the user with issue solving.

Q54. 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.
- * Override the customer's standard delivery priority.
- * Store frequently ordered quantities for products.
- * Store the customer's own product code for a material.
- * Store frequently ordered products for a customer.

Q55. What does the schedule line category control? Note: There are 3 correct answers to this question.

- * Item relevant for delivery

- * Delivery block
- * Storage location required
- * Relevant for picking
- * Purchasing document type

Q56. Which characteristics apply to listing and exclusion functionality? Note: There are 2 correct answers to this question.

- * A single sales document can have both listing and exclusion procedures assigned simultaneously.
- * Listing and exclusion is based on BRFplus tables.
- * The listing and exclusion procedures are determined in the same way as a free goods determination procedure in a sales order.
- * The sales document type determines whether the system must check the material listing.

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