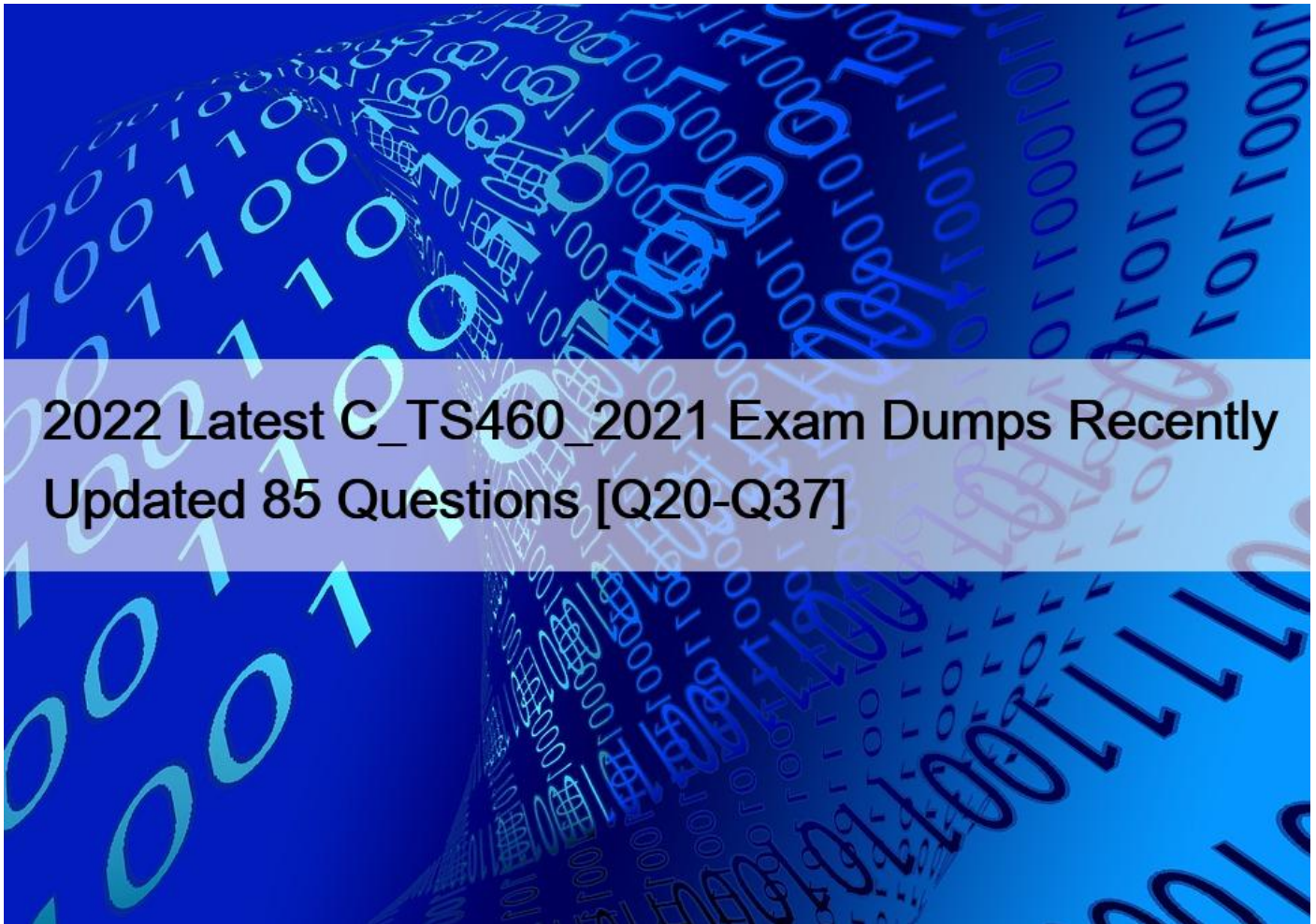


2022 Latest C_TS460_2021 Exam Dumps Recently Updated 85 Questions [Q20-Q37]



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SAP C_TS460_2021 Certification Exam Topics:

Topic Areas Topic Details, Courses, Books

Billing < 8% Explain and perform tasks relating to Billing (basics), and maintain customization settings required to perform basic billing processes. TSCM62 (EHP7 FOR ERP 6.0) S4SD1 (SAP S/4HANA 2021)

Intelligent Technologies < 8% Explain topics related to SAP Intelligent Technologies and the Intelligent Enterprise. S4H01 (SAP S/4HANA 2021) S4SD1 (SAP S/4HANA 2021)

Master Data and Organizational Structures > 12% Set up and maintain relevant master data and organizational structures. TSCM60 (EHP7 FOR ERP 6.0) TSCM62 (EHP7 FOR ERP 6.0) S4SD1 (SAP S/4HANA 2021)

Cross-functional Topics < 8% Maintain customization settings required to perform cross-functional business processes. TSCM62 (EHP7 FOR ERP 6.0)

Reporting and Analytics 8% - 12% Explain Best Practices for using SAP S/4HANA reporting, describe the user experience with SAP Fiori and describe the capabilities of embedded analytics within SAP S/4HANA. S4H01 (SAP S/4HANA 2021) S4LG1 (SAP S/4HANA 2021) S4SD1 (SAP S/4HANA 2021)

Pricing > 12% Explain and perform tasks relating to pricing and condition technique. TSCM62 (EHP7 FOR ERP 6.0) S4SD1 (SAP S/4HANA 2021)

SAP C_TS460_2021 Exam Description:

The "SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling" certification exam validates that the candidate possesses the fundamental and core knowledge required of the SAP S/4HANA Sales profile. This certification proves that the candidate has an overall understanding and in-depth technical skills to participate as a member of a project team in a mentored role. This certification exam is recommended as an entry level qualification. This certification exam is appropriate for those who are certified in any of the certification exams: "SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP7" / "SAP Certified Application Associate - Sales and Distribution, ERP 6.0 EhP6" / "SAP Certified Application Associate - Order Fulfillment with SAP ERP 6.0 EHP5

Q20. Which elements may be considered when determining the available quantity in an available-to-promise (ATP) check for a sales order item? Note: There are 3 correct answers to this question.

- * Reservations
- * Billing documents
- * Sales documents
- * Warehouse orders
- * Production orders

Q21. Which elements are used during the automatic shipping point determination in a sales order? Note: There are 3 correct answers to this question.

- * Delivering plant from the sales order schedule line
- * Shipping conditions
- * Transportation group
- * Delivering plant from the sales order item
- * Loading group

Q22. 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

Q23. 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 Partial Delivery Allowed indicator
- * The Complete Delivery indicator in the sales order header
- * The Unlimited Tolerance indicator
- * The Only Complete Delivery Allowed indicator

Q24. What are some of the advantages of the SAP Fiori user experience? Note: There are 2 correct answers to this question.

- * SAP Fiori apps have a different look and feel, depending on the role of the user
- * SAP Fiori apps can be arranged in groups to allow for personalization
- * SAP Fiori apps are role-based and therefore built around the user, not the function
- * SAP Fiori apps provide single, complex transactions for use by multiple job roles.

Q25. 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

Q26. What characterizes the Intelligent Enterprise? Note: There are 2 correct answers to this question

- * The enterprise system enables users to work with live data and embedded analytics
- * The transactional and analytical components of the enterprise system have been separated
- * Embedded real-time monitoring delivers full visibility of all core sales processes
- * Users execute multiple reports to understand performance against their KPIs.

Q27. You want your organization to support cross-division sales. Where do you set this in Customizing?

- * Item category
- * Distribution channel
- * Sales organization
- * Sales document type

Q28. 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

Q29. Which features characterize SAP CoPilot as open and extensible? Note: There are 2 correct answers to this question.

- * SAP CoPilot uses machine learning functionality to gain knowledge.
- * 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.

Q30. Which of the following are simplifications in the SAP

S/4HANA Sales data model? Note: There are 2 correct answers to this question.

- * The SD Document Category field has been extended to 4 characters.
- * Status tables VBUK and VBUP have been eliminated.
- * Pricing elements are stored in table KONV.
- * The sales document header and item tables VBAK and VBAP have been combined.

Q31. In your sales document, you want the header conditions to be distributed among the items based on the gross weight instead of the net value. Where do you maintain this setting?

- * Access sequence
- * Condition record
- * Pricing procedure
- * Condition class

Q32. 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.

Q33. Which of the following are valid combinations of fields for determining the item category for a sales document item? Note: There are 3 correct answers to this question.

- * Sales Document Type, Division, Usage, and Higher Level Item Category
- * Sales Document Type and Item Category Group
- * Sales Document Type, Item Category Group, Usage, and Higher Level Item Category
- * Sales Document Type, Item Category Group, and Division
- * Sales Document Type and Usage

Q34. 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

Q35. Which of the following is the virtual data model used by SAP S/4HANA to deliver real-time reporting on live transactional data?

- * SAP HANA smart data access
- * Core Data Services (CDS) views
- * Cluster tables
- * SAP HANA Live

Q36. You create a condition master record based on a condition type. Which parameters are controlled at the condition type level? Note: There are 3 correct answers to this question.

- * Validity period
- * Scales
- * Condition class
- * Exclusive
- * Statistical

Q37. 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 pricing procedure
- * In the condition table
- * In the access sequence
- * In the condition type

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