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# C\_TS460\_1909

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**SAP S/4HANA Sales Upskilling Certification Questions & Answers**



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**C\_TS460\_1909**

**SAP Certified Application Associate - SAP S/4HANA Sales 1909 Upskilling**

**80 Questions Exam – 66% Cut Score – Duration of 180 minutes**

# C\_TS460\_1909 Practice Test

ERPPrep.com's C\_TS460\_1909 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP S/4HANA Sales Upskilling experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C\_TS460\_1909 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP S/4HANA Sales Upskilling certification with a better score.

## C\_TS460\_1909 Questions and Answers Set

### Question: 1

Which parameters determine whether an availability check is performed during sales order entry?

There are 2 correct answers to this question.

- a) Checking group from the material master
- b) Schedule line category
- c) Checking group from the ship-to party
- d) Replenishment lead time

**Answer: a, b**

### Question: 2

Which of the following are possible characteristics of the SAP Activate landscape transformation scenario?

There are 2 correct answers to this question.

- a) Consolidation of a current SAP Business Suite multi-system landscape into one SAP S/4HANA system
- b) Technical in-place conversion of an existing SAP Business Suite ERP system to SAP S/4HANA
- c) Selective migration of data based on legal entities such as company code or client
- d) Re-engineering and process simplification based on preconfigured business processes

**Answer: a, c**

**Question: 3**

Your customer needs a collective invoice for all deliveries due for billing until the 15th of each month. How do you create this?

There are 2 correct answers to this question.

- a) Set up individual billing dates in the factory calendar.
- b) Set up a periodic billing plan for this bill-to party and assign it to the customer role of the business partner master.
- c) Set up a factory calendar and assign it to the customer role of the business partner master of the payer.
- d) Set up a factory calendar for the bill-to party and assign it to the general billing interface.

**Answer: a, c**

**Question: 4**

You create a billing document with reference to an outbound delivery. What happens automatically in the system?

There are 2 correct answers to this question.

- a) A posting is made to the accounts receivable account.
- b) The goods issue for the outbound delivery is posted.
- c) A credit limit check is performed.
- d) The document flow of the outbound delivery is updated.

**Answer: a, d**

**Question: 5**

You want to determine the forwarding agent in the sales document depending on the ship-to party and have it copied as a proposal to the sales order.

Which are some of the steps you have to perform to achieve this?

There are 3 correct answers to this question.

- a) Include the ship-to and forwarding agent partner functions in the partner determination procedure of the relevant sales document type.
- b) Include the forwarding agent partner function in the relevant copy control from the customer role of the business partner master to sales documents.
- c) Include the ship-to partner function in the partner determination procedure of the sold-to party account group.
- d) Mark the forwarding agent partner function as relevant for sales documents and customer role of the business partner master.

e) Include the forwarding agent partner function in the partner determination procedure of the ship-to party account group.

**Answer: a, b, e**

Question: 6

The field Quotation Messages can warn you when creating an order for the same customer and material contained in an open quotation. Where is this field configured?

Please choose the correct answer.

- a) Item category
- b) Schedule line category
- c) Sales document type
- d) Copy control

**Answer: c**

Question: 7

What are some of the prerequisites for using PDF-based forms?

There are 2 correct answers to this question.

- a) Set the business function SD\_01 to active.
- b) Use Form Builder to define new forms.
- c) PDF-based forms can only be assigned to output types by using BRF+.
- d) Modify the supplied PDF-based forms to SAPscript format.

**Answer: a, b**

Question: 8

Which organizational unit from Sales and Distribution represents the unit responsible for sales within a specific geographical area?

Please choose the correct answer.

- a) Sales office
- b) Sales organization
- c) Sales area
- d) Sales person

**Answer: a**

**Question: 9**

Your customer needs to combine billing categories such as one-time billing, recurring billing, and usage-based billing. What functionality would you recommend?

Please choose the correct answer.

- a) Billing Document Requests
- b) Condition Contract Settlement
- c) Invoice Lists
- d) Business Rule Framework Plus

**Answer: a**

**Question: 10**

What is maintained in a pricing procedure?

There are 2 correct answers to this question.

- a) Account key
- b) Condition table
- c) Scale basis
- d) Required indicator

**Answer: a, d**

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