



C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

What are characteristics of a shipping point? There are 3 correct answers to this question.

- A. Shipping points are required for delivery processing
- B. Shipping points are assigned to plants
- C. Shipping points are used are used to create warehouse order
- D. Loading group is used for shipping point determination
- E. Shipping points are assigned to a storage location

Correct Answer: ABD

QUESTION 2

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

- A. A single sales document can have both a listing and exclusion procedures assigned simultaneously
- B. The listing and exclusion procedures are determined the same way as a pricing procedure in a sales order
- C. Listing and exclusion is based on the condition technique
- D. An existing condition record for a listing can be switched to an exclusion

Correct Answer: AC

QUESTION 3

What does S/4HANA use by default for billing output management? Please choose the correct answer.

- A. Adobe forms
- B. Condition technique, based on the NAST table
- C. Business rule framework +
- D. SAP cloud platform document service

Correct Answer: C

QUESTION 4

Your company wants to have the same master data for all customers regardless of the distribution channel and the division. Which functionality do you use?



Please choose the correct answer.

- A. Representative sales organization
- B. Common master data
- C. Cross division sales
- D. Customer account group

Correct Answer: B

QUESTION 5

You want to combine items from different sales orders into one delivery document. Which common characteristics are required? There are 2 correct answers to this question.

- A. Shipping point
- B. Payment terms
- C. Order type
- D. Ship-to party

Correct Answer: AD

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