



C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

What can sales representatives do using SAP Smart Business tools? There are 3 correct answers to this question.

- A. Resolve issues with sales orders blocked for delivery or billing
- B. Request creation of new business partner master data
- C. Edit the payment terms in a sales order
- D. Obtain a graphical overview of sales documents and their status
- E. Allocate a sales order to a different sales area

Correct Answer: ACD

QUESTION 2

What kind of billing plan is used to set up down payments for a sales process? Please choose the correct answer.

- A. Payment plan
- B. Milestone billing
- C. Installment plan
- D. Periodic billing

Correct Answer: B

QUESTION 3

Which time elements are included in backward scheduling for a sales order? There are 2 correct answers to this question.

- A. Shipping processing time
- B. Transit time
- C. Planned delivery time
- D. Loading time

Correct Answer: BD

QUESTION 4

What are the functions of a quant in EWM stock? There are 2 correct answers to this question.



- A. Manages the data of a product in a quant record.
- B. Records quantities of a product during goods receipt or issue.
- C. Records a batch in several storage bins as a quant.
- D. Represents the quantity of a product in a single storage unit.

Correct Answer: AD

QUESTION 5

If you change customer master data in a business partner, which data is updated automatically in the existing sales orders for that customer?

Please choose the correct answer.

- A. Shipping conditions
- B. Payment terms
- C. Incoterms
- D. Address

Correct Answer: D

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