



C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

Where do you assign a contract profile? Please choose the correct answer.

- A. Item category
- B. Sales document type
- C. Billing document type
- D. Customer master

Correct Answer: B

QUESTION 2

What are requirements for customer consignment processing? There are 2 correct answers to this question.

- A. The consignment fill-up requires a billing document
- B. The consignment returns requires a warehouse task for picking
- C. The consignment pick-up requires a good receipt
- D. The consignment issue requires a delivery document

Correct Answer: CD

QUESTION 3

You manually change the item category of a quotation item and create a subsequent sales order. You do NOT want the item category in the sales order to be determined automatically. How do you achieve this? Please choose the correct answer.

- A. Maintain a default item category in the copy control
- B. Choose "reference mandatory" in the quotation type
- C. Define an item category usage for the item category determination
- D. Enter an alternative item category in the sales order type

Correct Answer: A

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

What must be set up to establish the interface between Sales and Distribution and Financial Accounting? Please choose the correct answer.

- A. Data transfer routine
- B. General billing interface
- C. Copy control for accounting
- D. Account determination

Correct Answer: D

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