



C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

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

Correct Answer: D

QUESTION 2

What types of issues can you resolve with SAP Smart Business for Sales Order Fulfillment? There are 3 correct answers to this question.

- A. Reverse Invoice List
- B. Billing block
- C. Incomplete data
- D. Account determination
- E. Unconfirmed quantities

Correct Answer: BCE

QUESTION 3

At which organizational level can the material master be maintained for the "Sales: Sales Org. Data 1 "and "Sales: Sales Org. Data 2" views?

Please choose the correct answer.

- A. Sales organization, distribution channel, and division
- B. Sales organization and plant
- C. Sales organization and distribution channel
- D. Sales organization

Correct Answer: C



QUESTION 4

Your customer wants to ensure that any subsequent text changes in a source document are automatically transferred to the subsequent document.

Which option in standard Sales and Distribution is available to fulfill this requirement?

Please choose the correct answer.

- A. Requirement routine
- B. Transfer routine
- C. Referencing text
- D. Copying text

Correct Answer: C

QUESTION 5

Which functions can be used with the Smart Business modeler apps? There are 2 correct answers to this question.

- A. Create KPI
- B. Migrate KPI data
- C. Manage KPI authorizations
- D. Create an attribute view for KPI data

Correct Answer: AC

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