



C_TS460_1809^{Q&As}

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Sales 1809 Upskilling

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QUESTION 1

Your customer wants to ship as much material as possible on a requested date and does NOT want any subsequent deliveries in case of shortage.

What do you set to achieve this requirement?

Please choose the correct answer.

- A. The "No limit to subsequent deliveries" indicator
- B. The "Complete delivery" indicator in the sales order header
- C. The "Only complete delivery (per item) allowed" indicator
- D. The "One delivery with quantity greater than zero has to be created" indicator

Correct Answer: D

QUESTION 2

Which organizational unit represents the geographical aspect of the organization in Sales and Distribution? Please choose the correct answer.

- A. Distribution channel
- B. Sales group
- C. Sales district
- D. Sales office

Correct Answer: D

QUESTION 3

What elements are used to determine a picking location with the "MALA Rule"? There are 3 correct answers to this question.

- A. Shipping point
- B. Plant
- C. Storage conditions
- D. Shipping conditions
- E. Warehouse number



Correct Answer: ABC

QUESTION 4

Your company wants to set up a freight surcharge with sales based on a total weight of all items in a sales order. How do you set up this requirement?

Please choose the correct answer.

- A. Asa header condition
- B. Asa group condition
- C. With a calculation rule
- D. With a graduated-to interval scale

Correct Answer: B

QUESTION 5

Which of the following organizational unit assignments are possible in the order-to-cash business process? There are 2 correct answers to this question.

- A. You can assign more than one distribution channel to a sales organization
- B. You can assign a shipping point to multiple plants
- C. You can assign a plant to only one sales organization
- D. You can assign a sales organization to multiple company codes

Correct Answer: AB

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