



# C\_TS460\_2021<sup>Q&As</sup>

SAP Certified Application Associate - SAP S/4HANA Sales 2021  
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### QUESTION 1

In SAP Smart Business, the sales process flow can be the starting point Badly. Which features does the process flow provide in this context? Choose Two correct answers.

- A. A wizard is available that uses machine learning to help the user with issue solving.
- B. The actual status of a document is shown graphically using colours (red/green).
- C. It is possible to open and solve an issue directly from the process flow.
- D. Using artificial intelligence (AI), the system predicts the issue status on a certain date using colours.

Correct Answer: BC

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### QUESTION 2

How do you establish the interface between SAP S/4HANA Sales and Finance? Choose the correct answer.

- A. Set up the general billing interface.
- B. Assign a sales organization to a company code.
- C. Uniquely assign a distribution channel to a company code.
- D. Set up the upload of the billing document request

Correct Answer: A

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### QUESTION 3

What are some features of the Sales Order Fulfilment Monitor app? Choose Two correct answers.

- A. The monitor highlights problems that occur within the processes.
- B. Issues in the process can be resolved directly from the process flow within the app.
- C. The app shows cost simulations for all possible order fulfilment scenarios.
- D. Different icon shapes indicate the different types of issues.

Correct Answer: AB

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### QUESTION 4

To what do you assign a material exclusion procedure? Choose the correct answer.

- A. Sales item category



- B. Schedule line category
- C. Sales document type
- D. Copy control for sales documents

Correct Answer: C

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#### QUESTION 5

Your project requires material determination in a sales order if the ordered material is NOT available. How do you achieve this? Choose the correct answer.

- A. Set up a material determination record with a suitable substitution reason.
- B. Deactivate the material availability check and use material determination.
- C. Set up the access sequence to perform a quantity check for the material.
- D. Set up an availability check in the material determination record.

Correct Answer: A

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