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Exam : C_TS460_2021

**Title : SAP Certified Application
Associate - SAP S/4HANA
Sales 2021 Upskilling**

Version : DEMO

1.Which of the following elements are used in the account determination during billing? Note: There are 3 correct answers to this question.

- A. Account key
- B. Chart of accounts
- C. Account assignment group for sold-to party
- D. Account assignment group for material
- E. Credit control area

Answer: A,B,D

2.You want to combine items from different sales orders into one delivery document.

Which fields need to have the same values in every sales order item you want to combine? Note: There are 2 correct answers to this question.

- A. Transportation zone
- B. Shipping point
- C. Incoterms
- D. Terms of payment

Answer: B,C

3.A customer wants to start a project to upgrade their current SAP ERP 6.0 system to SAP S/4HANA.

What are some of the main differences between the two systems? Note: There are 3 correct answers to this question.

- A. SAP Credit Management replaces ERP SD Credit Management
- B. Settlement management replaces ERP SD Rebates.
- C. The business partner approach replaces the ERP SD customer master record.
- D. SAP SCM global ATP replaces ERP SD availability checking
- E. SAP S/4HANA output management (using BRFplus functionality) must be used for all SD-related output.

Answer: A,B,C

4.What are some of the characteristics of SAP Best Practices for SAP S/4HANA? Note: There are 3 correct answers to this question.

- A. Each building block is unique to a scope item
- B. Scope items represent predefined business process functionality delivered out of the box
- C. Best Practices consist of solution packages, scope items and building blocks
- D. Scope items must be included in the project scope
- E. Test scripts are available in scope items

Answer: A,B,C

5.In your sales document, you want the header conditions to be distributed among the items based on the gross weight instead of the net value.

Where do you maintain this setting?

- A. Access sequence
- B. Condition record
- C. Pricing procedure

D. Condition class

Answer: C