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Clear your concepts with C-TS460-2021 Questions Before Attempting Real exam

To prepare for the SAP C_TS460_2021 certification exam, candidates can choose from a variety of resources such as SAP training courses, online tutorials, and practice exams. These resources can help candidates to build a strong foundation in SAP S/4HANA Sales and increase their chances of passing the certification exam. It is recommended that candidates have at least six months of hands-on experience in SAP S/4HANA Sales before taking the exam.

SAP C-TS460-2021 certification exam covers a range of topics including sales order management, pricing and billing, sales analytics, and customer management. It is a comprehensive exam that requires a deep understanding of SAP S/4HANA Sales and its various modules. Passing C-TS460-2021 exam demonstrates that you have the skills and knowledge required to implement, configure, and manage SAP S/4HANA Sales solutions in a real-world environment.

QUESTION 30

What are some characteristics of a tile group as used in SAP Fiori launchpad? Note: There are 2 correct answers to this question.

- * It can contain both tiles and links.
- * It can contain tiles belonging to different catalogs.
- * It can contain multiple catalogs.
- * It can make use of catalogs belonging to different roles.

QUESTION 31

What can sales representatives do using SAP Smart Business tools? Note: There are 2 correct answers to this question.

- * Perform credit checks.
- * Access transactional apps from data points in a chart.
- * Add a step to the document process flow.
- * Create new KPIs with specific visual appearances.

QUESTION 32

Which of the following are features of condition contract management (CCM) in Settlement Management? Note: There are 3 correct answers to this question.

- * In SAP S/4HANA Sales, a condition contract contains key information relevant for the calculation and settlement of customer rebates
- * CCM complements, but does not replace, traditional rebate management in SAP S/4HANA.
- * Partial, final, and delta are types of settlement available in CCM
- * A settlement calendar must be maintained in each condition contract
- * Condition type RES1 is used in condition contracts to calculate the rebate accrual value

QUESTION 33

Which of the following is the virtual data model used by SAP S/4HANA to deliver real-time reporting on live transactional data?

- * SAP HANA smart data access
- * Core Data Services (CDS) views
- * Cluster tables
- * SAP HANA Live

QUESTION 34

What characterizes the Intelligent Enterprise? Note: There are 2 correct answers to this question

- * The enterprise system enables users to work with live data and embedded analytics
- * The transactional and analytical components of the enterprise system have been separated
- * Embedded real-time monitoring delivers full visibility of all core sales processes
- * Users execute multiple reports to understand performance against their KPIs.

QUESTION 35

Which tools are available within SAP S/4HANA to support a user's reporting and analytics needs? Note: There are 3 correct answers to this question.

- * Analytical SAP Fiori apps
- * SAP Lumira
- * Multidimensional reports
- * Analysis Path Framework

- * SAP Analytics Cloud

QUESTION 36

You want to create a discount that will only apply to a customer's first order, and then be automatically deactivated. Where do you activate this?

- * In the pricing procedure
- * In the condition table
- * In the access sequence
- * In the condition type

QUESTION 37

Which features characterize SAP CoPilot as open and extensible? Note: There are 2 correct answers to this question.

- * SAP CoPilot uses machine learning functionality to gain knowledge.
- * SAP CoPilot contains natural language processing (NLP) functionality.
- * SAP CoPilot supports bots, agents, and application programming interfaces
- * SAP CoPilot integrates with SAP and non-SAP solutions.

QUESTION 38

Where do you configure that the route must be redetermined when an outbound delivery is created?

- * In the delivery item category
- * In the warehouse
- * In the delivery document type
- * In the shipping point

QUESTION 39

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.

- * Transportation zone
- * Shipping point
- * Incoterms
- * Terms of payment

QUESTION 40

Which of the following are part of the SAP Business Technology Platform? Note: There are 3 correct answers to this question.

- * Cloud platform
- * Machine learning
- * Internet of Things
- * Design thinking
- * Blockchain

QUESTION 41

How can you use tile groups to personalize the SAP Fiori launchpad for a user? Note: There are 2 correct answers to this question.

- * Add tiles from a catalog to a group
- * Add a group from a catalog to a tile

- * Add different catalogs to a group
- * Create a group centrally in the system

QUESTION 42

You want the system to copy the entire source document to the target document and issue a message when someone tries to change the order quantity or delete an item. You can achieve this by selecting the Complete Reference indicator. Where do you do this?

- * In the header-level copy control
- * In the source item category
- * In the item-level copy control
- * In the source document type

QUESTION 43

Which of the following settings can you configure in the sales document type? Note: There are 3 correct answers to this question.

- * Structure scope
- * Billing relevance
- * Billing block
- * Read info record
- * Default delivery type

QUESTION 44

When scheduling a sales order for delivery, which lead times are obtained from the route? Note: There are 2 correct answers to this question.

- * Pick/pack time
- * Transit time
- * Transportation lead time
- * Loading time

QUESTION 45

What do you have to put in place in order to use invoice lists? Note: There are 2 correct answers to this question.

- * Assign a common payer to all customer master records to be included
- * Assign all customers to be included to the common payer master record
- * Assign an invoice list type to the billing factory calendar
- * Assign an invoice list type to the billing types to be included

QUESTION 46

A customer is debating whether to replace their current SAP ERP Warehouse Management (WM) solution with SAP Extended Warehouse Management (SAP EWM). What could be a reason to opt for SAP EWM?

- * The customer needs support for batch determination in the warehouse
- * The customer needs support for QM inspection lot integration
- * The customer needs support for WM-PP integration (for example, material staging close to a production line).
- * The customer needs support for very detailed planning of the required labor and resources.

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