SAP C_TS460_2021 STUDY GUIDE PDF

SAP S/4HANA Sales Upskilling Certification Questions & Answers

Details of the Exam-Syllabus-Questions

C_TS460_2021

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

80 Questions Exam – 60% Cut Score – Duration of 180 minutes

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Get an Overview of the C_TS460_2021 Certification:

Who should take the **C_TS460_2021 exam**? This is the first question that comes to a candidate's mind when preparing for the S/4HANA Sales Upskilling certification. The C_TS460_2021 certification is suitable for candidates who are keen to earn knowledge on the S/4HANA and grab their SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But C_TS460_2021 study guide PDF is here to solve the problem. C_TS460_2021 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

Why Should You Earn the SAP C_TS460_2021 Certification?

There are several reasons why one should grab the C_TS460_2021 certification.

- The S/4HANA Sales Upskilling certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the **SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling** is a powerful qualification for a prosperous career.

What Is the SAP C_TS460_2021 S/4HANA Sales Upskilling Certification Exam Structure?

Exam Name	SAP Certified Application Associate - SAP S/4HANA Sales 2021 Upskilling SAP Certified Application Associate - SAP S/4HANA Sales 2020 Upskilling
Exam Code	**C_TS460_2021** » **SAP S/4HANA Sales Upskilling Certification Online Practice Exam**
Level	Associate
Exam Price	$568 (USD)
Duration	180 mins
Number of Questions	80
Passing Score	C_TS460_2021 - 60% C_TS460_2020 - 64%
Reference Books	**TSCM60 (EHP7 FOR ERP 6.0)** **TSCM62 (EHP7 FOR ERP 6.0)** **S4SD1 (SAP S/4HANA 2021)** **S4LG1 (SAP S/4HANA 2021)** **S4H01 (SAP S/4HANA 2021)** **S4SD1 (SAP S/4HANA 2020)** **S4LG1 (SAP S/4HANA 2020)** **S4H01 (SAP S/4HANA 2020)**
Schedule Exam	**SAP Training**
Sample Questions	**SAP S/4HANA Sales Upskilling Certification Sample Question**
Recommended Practice	**SAP S/4HANA Sales Upskilling Certification Practice Exam**

Enhance Knowledge with C_TS460_2021 Sample Questions:

Question: 1

What is maintained in a pricing procedure?

There are 2 correct answers to this question.

- a) Account key
- b) Condition table
- c) Scale basis
- d) Required indicator

Answer: a, d

Question: 2

Which of the following are possible SAP Activate landscape transformation scenarios?

There are 2 correct answers to this question.

- a) Consolidation of a current SAP Business Suite multi-system landscape into one SAP S/4HANA system
- b) Technical in-place conversion of an existing SAP Business Suite ERP system to SAP S/4HANA
- c) Selective migration of data based on legal entities such as company code or client
- d) Reengineering and process simplification based on preconfigured business processes

Answer: a, c

Question: 3

You create a billing document with reference to an outbound delivery. What happens automatically in the system when you do this?

There are 2 correct answers to this question.

- a) A posting is made to the accounts receivable account.
- b) The goods issue for the outbound delivery is posted.
- c) A credit limit check is performed.
- d) The document flow of the outbound delivery is updated.

Answer: a, d

Question: 4

Which are characteristics of SAP Fiori?

There are 2 correct answers to this question.

a) There are two types of Fiori apps: transactional and factsheet
b) User can select SAP Fiori apps from tile catalogs and organize their tiles into groups
c) The SAP Fiori launchpad presents role-based job relevant content organized into tiles
d) Tiles are simply buttons which launch applications.

Answer: b, c

Question: 5

What are some of the prerequisites for using PDF-based forms?

There are 2 correct answers to this question.

a) You need to set business function SD_01 to active.
b) You use Form Builder to define new forms.
c) PDF-based forms can only be assigned to output types by using BRFplus.
d) You need to modify the supplied PDF-based forms to SAPscript format.

Answer: a, b

Question: 6

Your customer needs a collective invoice for all deliveries due for billing up to the 15th of each month. How do you create this?

There are 2 correct answers to this question.

a) Set up individual billing dates in the factory calendar.
b) Set up a periodic billing plan and assign it to the bill-to party.
c) Set up a factory calendar and assign it to the payer.
d) Set up a factory calendar and assign it to the general billing interface.

Answer: a, c

Question: 7

Which organizational unit from Sales and Distribution is responsible for sales within a specific geographical area?

Please choose the correct answer.

- a) Sales organization
- b) Sales office
- c) Sales area
- d) Distribution channel

Answer: b

Question: 8

Your customer needs to combine billing categories such as one-time billing, recurring billing, and usage-based billing. What functionality enables this?

Please choose the correct answer.

- a) Billing Document Requests
- b) Condition Contract management
- c) Invoice Lists
- d) Business Rule Framework Plus (BRFplus)

Answer: a

Question: 9

Which parameters determine whether an availability check is performed during sales order entry?

There are 2 correct answers to this question.

- a) Checking group from the material master
- b) The availability check flag in the schedule line category
- c) Checking group from the ship-to party
- d) Replenishment lead time

Answer: a, b

Question: 10

The Quotation Messages field can warn you that an open quotation for the same customer and material already exists. Where is this field configured?

Please choose the correct answer.

    a) Item category
    b) Schedule line category
    c) Sales document type
    d) Copying control

Answer: c

What Study Guide Works Best in Acing the SAP C_TS460_2021 S/4HANA Sales Upskilling Certification?

The C_TS460_2021 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the S/4HANA Sales Upskilling exam, getting in full touch of the **syllabus** is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

Get Expert Advice from the Training:

Do not forget to join the SAP C_TS460_2021 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

Get Access to the PDF Sample Questions:

If your study material is in a **PDF format** or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

Avoid Dumps and Utilize the SAP C_TS460_2021 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, C_TS460_2021 practice tests always stand out to be the better choice than dumps PDF.

Avail the Proven C_TS460_2021 Practice Test for Success!!!

Do you want to pass the C_TS460_2021 exam on your first attempt? Stop worrying; we, ERPPrep.com are here to provide you the best experience during your S/4HANA Sales Upskilling preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium **C_TS460_2021 practice tests**. Our expert-designed questions help you to improve performance and pass the exam on your first attempt.