

SAP

C_TS460_2022 Exam

**Certified Application Associate - SAP S/4HANA Sales 2022
Upskilling**



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Question: 1

In the standard SAP S/4HANA system, which of the following documents are configured with a billing block by default? Note: There are 2 correct answers to this question

- A. Free-of-charge order
- B. Credit memo
- C. Returns order
- D. Credit/debit memo request

Answer: B D

Question: 2

What are some key characteristics of SAP Smart Business? Note: There are 3 correct answers to this question

- A. SAP Smart Business offers KPI visualizations via SAP Lumira.
- B. SAP Smart Business can be tailored to key roles in the organization.
- C. SAP Smart Business is integrated into SAP Fiori Launchpad
- D. SAP Smart Business requires a predictable working environment.

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E. SAP Smart Business uses the capabilities of SAP HANA.

Answer: B C E

Question: 3

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

- A. Access transactional SAP Fiori apps such as Manage Sales Orders.
- B. Create new KPIs from data points in a chart
- C. Switch from chart to tabular view and back
- D. Create a new KPI from within an existing report.

Answer: A C

Question: 4

You want to use SAP Credit Management (FIN-FCSM-CR) in your company for a customer. Which of the following master data must you maintain?

- A. Credit limit for the sold-to party
- B. Profit center in the material master
- C. Tax classification in the material master
- D. Business role UKM000 for the customer

Answer: D

Question: 5

What are some of the benefits provided by SAP Fiori? Note: There are 3 correct answers to this question

- A. SAP Fiori apps are explicitly designed for SAP Best Practices.
- B. SAP Fiori focuses on the user instead of the function
- C. Spaces enable SAP Fiori Launchpad content to be consumed in a more structured way.
- D. SAP Fiori Launchpad allows personalization using tile groups.
- E. SAP Fiori provides easy navigation between apps using transaction codes.

Answer: B C D

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