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SAP C-P2W62-2023 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Basic Functions (customizing)	<= 10%	- Partner determination - Text determination - Output determination
Topic 2: Master data	<= 10%	- Material Master - Business Partner (Customer) - Customer Material Info Record
Topic 3: Managing Clean Core	<= 10%	- Clean Core principles for Sales - Extensibility options - Integration and API management
Topic 4: Shipping process and customizing	11% - 20%	- Shipping point determination - Picking, packing, and goods issue - Delivery document creation and processing - Document flow and copying control
Topic 5: Sales documents (customizing)	11% - 20%	- Item categories and schedule line categories - Customization of sales document types - Condition types, tables, and access sequences
Topic 6: Pricing and condition technique	11% - 20%	- Pricing procedure determination - Special pricing functions
Topic 7: Organizational Structures	<= 10%	- Assignment of organizational units - Organizational units in Sales
Topic 8: Billing process and customizing	<= 10%	- Billing document creation - Account determination - Billing types and cancellation
Topic 9: Sales Process and Analytics	11% - 20%	- Enterprise Reporting in SAP S/4HANA Cloud Private Edition - Standard sales order processing - Analytics for Sales

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q28-Q33):

NEW QUESTION # 28

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. OData
- B. SOAP
- C. RFC
- D. IDoc

Answer: A,B

NEW QUESTION # 29

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Access sequence
- B. Text ID
- C. Text determination procedure
- D. Text procedure assignment

Answer: C

NEW QUESTION # 30

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The material master data
- B. The sales organization
- C. The higher-level item
- D. The customer master data

Answer: A,C

NEW QUESTION # 31

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple loading points to a plant.
- B. Assign a shipping point to multiple plants.
- C. Assign multiple distribution channels to one company code.
- D. Assign multiple plants to one company code.
- E. Assign a plant to multiple sales organizations/distribution channels.

Answer: B,D,E

NEW QUESTION # 32

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution chain.
- B. Distribution channel
- C. Division
- **D. Warehouse number**

Answer: D

NEW QUESTION # 33

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