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SAP C_TS462_2601 Exam Syllabus Topics:

Section	Objectives
	- Revenue accounting basics • 1. Revenue recognition principles in SAP S/4HANA
Billing and Revenue Recognition	- Billing document processing • 1. Credit and debit memos • 2. Invoice creation and billing types - Enterprise structure in sales
Organizational Structures	• 1. Plant and storage location assignment • 2. Sales organization, distribution channel, division

- Outbound delivery processing
- Shipping and Logistics Execution
 - 1. Shipping point determination
 - 2. Picking, packing, and goods issue
- Availability check and delivery processing
 - 1. Delivery creation and processing
 - 2. ATP (Available-to-Promise) checks
- Sales Order Management
 - Sales document processing
 - 1. Inquiry, quotation, and sales order lifecycle
 - 2. Order types and item categories
 - Pricing configuration
- Pricing and Condition Technique
 - 1. Condition types and pricing procedures
 - 2. Discounts, surcharges, and taxes

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q111-Q116):

NEW QUESTION # 111

A commercial lighting supplier is testing SAP S/4HANA Sales billing during an incremental private-cloud rollout. Sales orders and outbound deliveries are completed for a new project-sales flow, but the billing document applies a standard calculation instead of the intended project-specific commercial condition. The visible artifact is that billing status is complete, yet the commercial value does not reflect the expected project-sales condition.

Finance requires a repeatable configuration correction before the flow is released. The implementation team must avoid manual invoice edits because the same flow will be used across retained on-premise and private-cloud operations during transition.

Which action best resolves the billing calculation mismatch?

Response:

- A. reate a separate customer master record for project-sales customers so pricing values are isolated from standard sales orders.
- B. dd a manual billing adjustment step so finance can enter the project-specific value after the invoice is generated.
- C. hange the delivery completion rule so billing occurs only after all project-sales items are physically confirmed by logistics.
- **D. alidate the pricing procedure and condition determination inputs used by the project-sales flow so the required commercial condition is retrieved before billing calculation.**

Answer: D

Explanation:

Feedback:

This addresses the pricing determination layer that feeds the billing calculation. The correct commercial value depends on the pricing procedure and condition inputs being available and aligned before the billing document calculates values.

NEW QUESTION # 112

A home improvement retailer is testing SAP S/4HANA Sales delivery processing for bulky items during a phased private-cloud rollout. Sales orders are saved and confirmed, but delivery creation fails only when the affected items are assigned to a newly introduced shipping path. The observable artifact is a delivery processing rejection after order confirmation, while order entry, customer selection, and material availability all appear valid.

The logistics team wants to preserve the existing sales order process because the same materials work through the older shipping path. The constraint is to correct the logistics execution dependency for the new path without changing order entry behavior or customer master data.

Which validation step best addresses the delivery creation rejection?

Response:

- A. validate the delivery-processing and shipping-relevant assignment for the new logistics path so the confirmed sales item can pass delivery creation checks.
- B. add a billing block to bulky-item orders so billing cannot occur before logistics manually resolves the delivery rejection.
- C. change the sales order requested delivery date so the system can retry delivery creation after the confirmation date changes.
- D. change the customer payment terms so the order can pass commercial checks before the delivery is created.

Answer: A

Explanation:

Feedback:

This targets the logistics binding layer used after order confirmation. Since the order and availability state are already valid, the confirmed item must be aligned with the shipping-relevant delivery configuration before delivery creation can validate successfully.

NEW QUESTION # 113

CHALLENGE 3 2014; Delivery Scheduling Control for Central Warehouse Waves Warehouse planners want only confirmed orders released into delivery waves, while showroom managers want minimal interruption during seasonal promotion entry. Both groups are concerned about pilot success.

What is the best performance-weighted control?

Response:

- A. place every promotional order on manual review until the seasonal promotion has ended.
- B. release all complete orders to delivery waves and let warehouse planners reschedule any order that cannot be fulfilled.
- C. release orders with confirmed quantities and usable dates while keeping unconfirmed orders visible for sales follow-up.
- D. defer delivery scheduling validation until the trade-customer billing test cycle is complete.

Answer: C

Explanation:

Feedback:

This option supports efficient warehouse release for confirmed orders while preserving sales visibility for unconfirmed demand. It balances process performance with controlled delivery readiness.

NEW QUESTION # 114

A food service supplier is testing delivery scheduling in SAP S/4HANA Sales for temperature-controlled products during a mixed deployment. Sales orders save successfully, and material availability is confirmed, but the proposed delivery date does not include the expected preparation and shipping lead time for one distribution route. The visible artifact is a scheduling result that appears valid at item level but is not feasible for warehouse execution.

Operations wants realistic schedule lines before rollout without changing the standard order type. The constraint is to correct the scheduling behavior for the affected route while preserving normal sales order processing.

Which action best targets the source of the scheduling inconsistency?

Response:

- A. adjust the pricing condition for temperature-controlled products so the commercial calculation reflects the additional handling effort.
- B. add a billing block for the affected items so invoices cannot be created until the warehouse confirms actual shipment timing.
- C. validate the delivery scheduling and route-relevant configuration so lead-time determination is reflected correctly in the sales order schedule line.
- D. change the customer requested delivery date manually for temperature-controlled products so the warehouse receives more preparation time.

Answer: C

Explanation:

Feedback:

This resolves the issue at the scheduling configuration layer where route-relevant timing is reflected in the schedule line. The order can be valid and available, but execution planning still depends on correct lead-time determination before delivery validation.

NEW QUESTION # 115

CHALLENGE 4 2014; Billing and Pricing Consistency for Agreement Call-Offs Pricing analysts propose temporary agreement condition records so invoices match expected values during UAT. The rollout owner wants settings that remain usable in later regional sales offices.

What is the best decision?

Response:

- A. replace agreement pricing with standard component pricing until all future sales offices are live.
- B. create temporary condition records for every agreement customer and remove them after UAT closes.
- C. validate maintained agreement conditions and customer billing data before deciding whether a targeted adjustment is justified.
- D. ask billing users to correct invoice values manually because invoice correction is easier than pricing remediation.

Answer: C

Explanation:

Feedback:

This validates the existing pricing and billing dependencies before creating exceptions. It supports agreement accuracy while protecting the reusable SAP S/4HANA Sales template.

NEW QUESTION # 116

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