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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	<ul style="list-style-type: none">• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 3	<ul style="list-style-type: none">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

Topic 4	<ul style="list-style-type: none"> Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 5	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 6	<ul style="list-style-type: none"> Sales Documents: This topic covers the explanation and performance of tasks related to sales document customization, including pricing and condition techniques. It also encompasses the shipping process and its associated customization settings.
Topic 7	<ul style="list-style-type: none"> Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q37-Q42):

NEW QUESTION # 37

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct answers to this question.

- A. Profit center
- B. Business area
- C. Company code
- D. Sales organization

Answer: C,D

Explanation:

Organizational Structures

NEW QUESTION # 38

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The condition category for the discount condition type
- B. The item category usage provided by the ABAP code
- C. The item category group from the material master
- D. The material price group from the material master
- E. The item category of the higher-level item

Answer: A,C,E

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

NEW QUESTION # 39

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Shipping point
- C. Plant
- D. Material group
- E. Ship-to party

Answer: A,B,E

NEW QUESTION # 40

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. The billing document of the original customer invoice must be cancelled.
- B. The Billing Block field in the credit memo request must be empty.
- C. An appropriate reason for rejection must be assigned to the original sales order item.
- D. Copying control must exist between the sales document and the billing document.

Answer: B,C

NEW QUESTION # 41

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must create an invoice list at specified time intervals or on specific dates.
- B. You must set up a periodic billing plan for the invoice list creation.
- C. You must send the payer a single invoice list instead of the individual invoices.
- D. You use preliminary billing documents for the invoice list creation.

Answer: A,C

Explanation:

Billing Process and Customizing

NEW QUESTION # 42

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