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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	• Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.
Topic 4	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

NEW QUESTION # 55
Which of the following are characteristics of Core Data Services (CDS) views? Note: There are 2 correct answers to this question.

- A. CDS views are developed, maintained and extended in the HANA database layer of SAPS/4HANA.
- B. The content of CDS views represents a virtual data model based on the data tables of SAPS/4HANA.
- C. CDS views speed up reporting by providing a dedicated persistency layer.
- D. Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits.

Answer: B,D

Explanation:
Characteristics of Core Data Services (CDS) views include:
B . Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits: CDS views enable the development of complex data models and are instrumental in supporting applications that combine transactional and analytical operations.
C . The content of CDS views represents a virtual data model based on the data tables of SAP S/4HANA: CDS views facilitate the creation of a semantic layer on top of the physical data model, enabling easier data consumption and interpretation.

NEW QUESTION # 56
You want to set up a discount with a scale value (condition type K029) that is based on the material group
"spare parts". The discount should be granted fo all items in a sales order that are spare parts.
What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Update indicator for condition type K029.
- B. You need to set the Condition Index indicator for condition type K029.
- C. You need to set up condition type K029 as a header condition.
- D. You need to set up condition type K029 as a group condition.

Answer: D

NEW QUESTION # 57
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. Material group
- B. Shipping point
- C. Plant
- D. Ship-to party

- E. Route

Answer: B,D,E

NEW QUESTION # 58

You want to evaluate sales discount condition records.
Which tool can you use? Note: There are 2 correct answers to this question.

- A. Listing
- B. Pricing reports
- C. Manage Prices - Sales app
- D. Price lists

Answer: C,D

NEW QUESTION # 59

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

Answer: B,C

Explanation:
When determining the item category in a sales document, consider:
B . The material master data: The item category group from the material master influences the determination process.
C . The higher-level item: For sub-items, the item category can be influenced by the category of the higher-level item.

NEW QUESTION # 60

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