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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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 3	• 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	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q30-Q35):

NEW QUESTION # 30

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Default delivery type for billing
- B. Billing type for cancellation
- C. Reference mandatory indicator
- D. Item number increment

Answer: B,D

Explanation:
Billing Process and Customizing

NEW QUESTION # 31
Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Loading group
- C. Material freight group
- D. Transportation group

Answer: D

Explanation:
Master Data

NEW QUESTION # 32
Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Loading group
- C. Material freight group
- D. Transportation group

Answer: D

Explanation:
The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

NEW QUESTION # 33
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. RFC
- B. IDoc
- C. SOAP
- D. OData

Answer: C,D

Explanation:
Managing Clean Core

NEW QUESTION # 34
How do you limit the choice of order reasons for a sales document?

- A. Assign the permitted reasons to the relevant sales item category.
- B. Specify the permitted reasons in the customer material info record.
- C. Specify the permitted order reasons in the relevant customer master.
- D. Assign the permitted order reasons to the relevant sales document type.

Answer: D

Explanation:
To limit the choice of order reasons for a sales document, you should:
C . Assign the permitted order reasons to the relevant sales document type.
This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

NEW QUESTION # 35

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