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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<ul style="list-style-type: none">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	<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 5	<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 6	<ul style="list-style-type: none">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q16-Q21):

NEW QUESTION # 16

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do? Note: There are 3 correct answers to this question.

- A. Assign the text determination procedure to the sales document type.
- B. Assign an appropriate text type to the sales document type.
- C. Ensure that the access sequence reads the sold-to party text first.
- D. In the access sequence, set the partner function language for this text to "sold-to party".
- E. Include the text type with an appropriate access sequence in the text determination procedure.

Answer: A,D,E

Explanation:

Basic Functions (customizing)

NEW QUESTION # 17

The delivering plant should be determined automatically for a sales order item. Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Material master
- B. Customer material info record
- C. Ship-to party
- D. Sold-to party
- E. Material determination

Answer: A,B,D

NEW QUESTION # 18

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

Answer: B,C

NEW QUESTION # 19

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. The status of a document is predicted using artificial intelligence (AI) algorithms.
- B. The process flow supports direct navigation to applications that can be used to solve problems.
- C. Issue solving is supported by a wizard based on machine learning (ML).
- D. Color coding is used to indicate the status of a document.

Answer: B,D

Explanation:

Characteristics of the process flow in SAP S/4HANA include:

B . The process flow supports direct navigation to applications that can be used to solve problems: This helps users to quickly resolve issues by accessing the relevant applications directly from the process flow.

C . Color coding is used to indicate the status of a document: Visual cues like color coding help users quickly understand the status and health of documents in the process flow.

NEW QUESTION # 20

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do?

Note: There are 3 correct answers to this question.

- A. Assign an appropriate text type to the sales document type.
- B. Assign the text determination procedure to the sales document type.
- C. In the access sequence, set the partner function language for this text to "sold-to party".
- D. Ensure that the access sequence reads the sold-to party text first.
- E. Include the text type with an appropriate access sequence in the text determination procedure.

Answer: A,B,E

Explanation:

To ensure that a header text is automatically copied from the sold-to party to a sales order when it's not found in the quotation, and that it's in the sold-to party's language, you should:

A . Assign an appropriate text type to the sales document type: This ensures that the text field is available and can be populated in the sales document.

D . Include the text type with an appropriate access sequence in the text determination procedure: The access sequence specifies where the system looks for the text, starting with the quotation and then moving to the sold-to party if the text is not found in the quotation.

E . Assign the text determination procedure to the sales document type: This links the text determination rules, including the access sequence and text types, to the specific sales document type being used, ensuring that the text copying behavior is applied whenever a sales order of this type is created.

NEW QUESTION # 21

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