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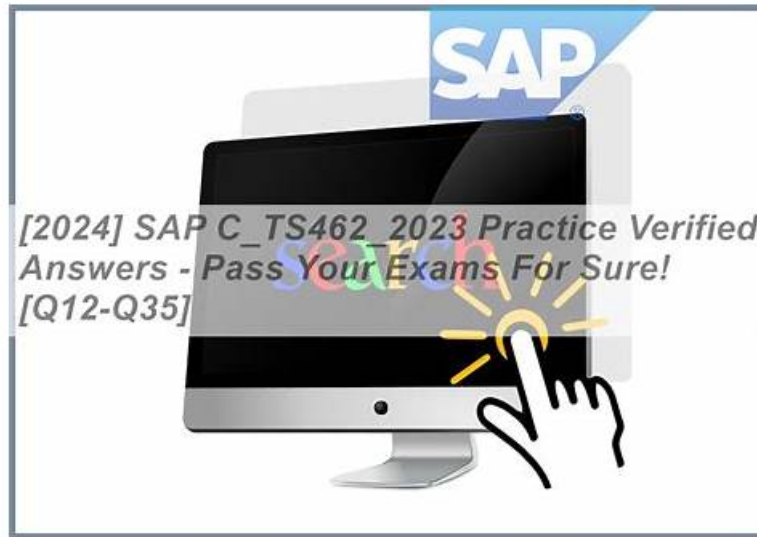
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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 2	• 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 3	• 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 4	• 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 5	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q17-Q22):

NEW QUESTION # 17
You are a consultant on an SAP S/4HANA Cloud greenfield project.
Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note:
There are 2 correct answers to this question.

- A. Timeliness
- B. Stability
- C. Efficiency
- D. Accuracy

Answer: B,C

NEW QUESTION # 18
When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- B. Business partner grouping
- C. Business partner role
- D. Business partner category

Answer: B

Explanation:
Managing Clean Core

NEW QUESTION # 19
What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a shift sequence to the working times.
- B. Maintain the transit time in the route in hours and minutes.
- C. Assign a set of working times to the plant.
- D. Assign a set of working times to the shipping point.
- E. Maintain shifts defining the times for starting and ending work.

Answer: B,C,D

Explanation:
To ensure precise scheduling during delivery scheduling, the settings should include:
A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.
B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.
E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

NEW QUESTION # 20

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Access sequence
- B. Text determination procedure
- C. Text ID
- D. Text procedure assignment

Answer: B

NEW QUESTION # 21

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. There is no longer a need for Extract, Transform, and Load (ETL) activities.
- B. OLTP now runs on the data sets provided by OLAP.
- C. OLAP now uses real-time data.
- D. OLAP now uses its own set of aggregated data.

Answer: A,C

Explanation:
Direct results of combining OLTP and OLAP on a single platform in SAP S/4HANA include:
B . OLAP now uses real-time data: With SAP S/4HANA, analytical processes can access live transactional data, enabling real-time insights.
D . There is no longer a need for Extract, Transform, and Load (ETL) activities: Since the same system is used for both OLTP and OLAP, data does not need to be moved between systems, reducing the need for ETL processes.

NEW QUESTION # 22

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