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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 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"> • Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q27-Q32):

NEW QUESTION # 27

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- B. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- C. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- **D. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.**

Answer: D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 28

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- **A. SAP Smart Business**
- B. Transactional apps
- C. Factsheets
- D. SAP S/4HANA embedded analytics

Answer: A

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

NEW QUESTION # 29

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

Answer: D

NEW QUESTION # 30

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

Answer: A,B,E

NEW QUESTION # 31

Which of the following is a use case for a billing plan type?

- A. Settlement management
- B. Milestone billing
- C. Convergent billing
- D. Invoice lists

Answer: B

Explanation:

Organizational Structures

NEW QUESTION # 32


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