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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 3	• 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 4	• 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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

Topic 6	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 7	• 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 8	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q18-Q23):

NEW QUESTION # 18
You maintain a sales order with several items and apply a freight charge. The system should automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Set up the freight charge as a header condition.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Set up condition type groups for the freight charge.
- D. Assign a group condition routine to the freight charge.

Answer: A

Explanation:
By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

NEW QUESTION # 19
What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Quantity
- B. Calculation type
- C. Scale
- D. Validity period

Answer: B,D

NEW QUESTION # 20
Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Item Relevant for Delivery indicator in the item category.
- B. You need to set up the item category as relevant for delivery-related billing.

- C. You need to set up copying control in Logistics Execution System for the item category.
- D. You need to set the Schedule Lines Allowed indicator in the item category.

Answer: B,D

NEW QUESTION # 21

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- B. Division to sales organization
- C. Sales group to sales office
- D. Plant to combination of sales organization and distribution channel

Answer: B,D

Explanation:
Organizational Structures

NEW QUESTION # 22

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- B. Division to sales organization
- C. Sales group to sales office
- D. Plant to combination of sales organization and distribution channel

Answer: B,D

Explanation:
Mandatory SAP S/4HANA Sales organizational unit assignments include:
A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.
B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NEW QUESTION # 23

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