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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	• 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	• 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	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	• 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 6	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	• 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 (Q22-Q27):

NEW QUESTION # 22

Which of the following is a prerequisite for billing?

- A. You need an order item category that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need a sales document type that is configured to be billing relevant.
- D. You need an billing item category that is configured to be billing relevant.

Answer: A

Explanation:
Billing Process and Customizing

NEW QUESTION # 23

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of sales area and plant.
- B. It is linked to a combination of plant and distribution channel.
- C. It is linked to a combination of plant and shipping point.
- D. It is linked to a combination of plant and storage location.

Answer: D

NEW QUESTION # 24

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- A. Origin and source of the partner function
- B. Generic partner function
- C. Address usage of the business partner
- D. Partner determination procedure

Answer: C,D

Explanation:
In a sales document using multiple address handling, address determination can be configured at:
A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.
D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 25

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The delivery group in the item category of the sub-item
- B. The item usage during the item category determination of each sub-item
- C. The structure scope in the item category of the main item
- D. The material entry type in the sales document type

Answer: C

Explanation:
To ensure components automatically appear as sub-items in an order for a product with a bill of material, you must set:
B . The structure scope in the item category of the main item: This determines whether and how sub-items (components) are included in sales documents.

NEW QUESTION # 26

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via a unique assignment of a sales organization to a company code
- B. Via the copying control between the invoice and the accounting document
- C. Via the link between a billing document request and an accounting document
- D. Via the general billing interface available in the system

Answer: A

Explanation:
The link between SAP S/4HANA Sales and SAP S/4HANA Finance is set up:
D . Via a unique assignment of a sales organization to a company code: This linkage ensures that sales transactions in S/4HANA Sales are properly integrated with financial accounting in S/4HANA Finance, facilitating automatic posting of sales-related financial transactions to the correct company code.

NEW QUESTION # 27

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