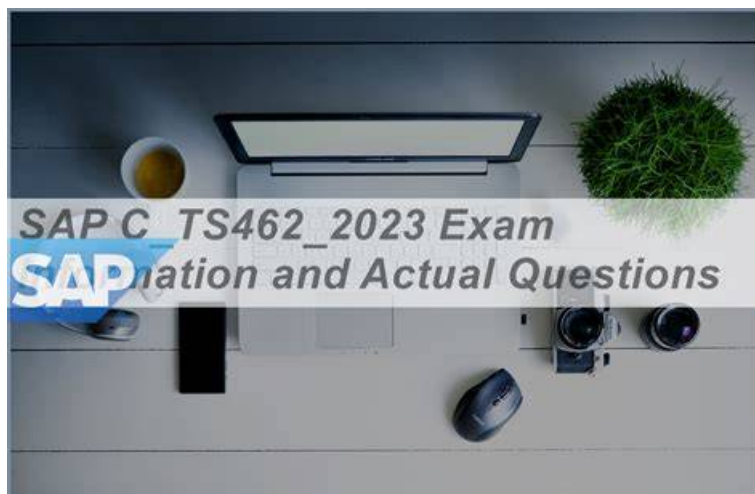


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SAP C_TS462_2601 Exam Syllabus Topics:

Section	Weight	Objectives
Sales Documents (Customizing)	11–20%	- Define document types, item categories, schedule lines - Set up copy control, text & output determination
Pricing and Condition Technique	11–20%	- Condition tables, access sequences, condition types - Pricing procedures, scales, discounts, surcharges
Master Data	8–12%	- Customer, material, condition records - Partner functions, material listing/exclusion
Basic Functions (Customizing)	8–12%	- Credit management, account determination - Output management, incompleteness log
Shipping Process and Customizing	11–20%	- Availability check, goods issue, document flow - Delivery types, shipping points, routes
Managing Clean Core & Integration	< 10%	- Integration with Finance, Logistics - Cloud clean core principles
Organizational Structures	8–12%	- Plant, sales office, sales group assignment - Sales area, distribution channel, division
Billing Process and Customizing	8–12%	- Invoice creation, cancellation, integration with FI - Billing document types, copy control
Sales Process and Analytics	8–12%	- Fiori analytics and reporting - Special processes: returns, consignment, contracts - End-to-end sales processes

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q38-Q43):

NEW QUESTION # 38

A regional stage-lighting rental supplier is validating SAP S/4HANA Sales delivery processing during an incremental move to SAP S/4HANA Cloud Private Edition. Sales orders for reusable lighting cases save successfully, availability is confirmed, and item entry is valid. Delivery creation fails only when items are assigned to a newly configured venue-return delivery path used during coexistence with the retained on-premise operation. The visible artifact is a delivery rejection after successful order confirmation, while order entry and order promising remain valid.

The logistics lead wants the standard sales order process preserved because the same cases deliver through the regular outbound path. The constraint is to correct the downstream delivery-processing dependency for venue return without changing customer master data or the sales document type.

Which validation step best addresses the venue-return delivery rejection?

Response:

- **A. alidate the delivery-processing configuration and logistics-relevant assignment for the venue-return path so the confirmed item can pass delivery creation checks.**
- B. dd a billing block for venue-return items so finance cannot invoice before logistics manually reviews eligibility.
- C. hange customer payment terms so commercial checks complete before delivery processing starts.
- D. hange the requested delivery date so the system retries delivery creation with a later schedule line.

Answer: A

Explanation:

Feedback:

This targets the logistics binding layer used after order confirmation. Since order entry and availability are already valid, the confirmed item must be aligned with the venue-return delivery-processing requirements before delivery creation can validate successfully.

NEW QUESTION # 39

A regional machinery rental company is validating SAP S/4HANA Sales during a mixed SAP S/4HANA Cloud Private Edition and on-premise rollout. A newly introduced early-return sales flow saves successfully and creates document flow, but selected return items remain open after processing. The visible artifact is that the return document appears complete at header level, while item execution status does not reach the expected follow-on state.

The sales operations team wants the early-return process released without adding a manual status closure step. The constraint is to preserve the standard return execution path and correct only the inconsistent process behavior for the affected items.

Which validation step best addresses the open return item status?

Response:

- A. djust the billing block so commercial processing waits until users manually review the open return status.
- B. dd a manual completion instruction so users can close early-return items after document flow is created.
- C. hange the customer sales area data so early-return customers receive a separate processing default during order entry.
- **D. alidate the return process configuration and item-level follow-on control so the affected items reach the intended execution status.**

Answer: D

Explanation:

Feedback:

This targets the configuration layer where return item behavior is bound to follow-on execution. Since document flow exists but selected items remain open, process configuration and item-level control must support the intended status transition.

NEW QUESTION # 40

A regional laboratory consumables wholesaler is validating SAP S/4HANA Sales order promising in a mixed deployment. For a newly introduced temperature-stabilized product family, sales orders save successfully and schedule lines are created, but the confirmed delivery date does not reflect the required stabilization preparation time. The visible artifact is a complete schedule line that later conflicts with warehouse readiness for the affected products.

Operations wants feasible promise dates before releasing the product family to order entry users. The team must not change the sales document type because other consumables using the same order type schedule correctly. The constraint is to correct the product-specific scheduling behavior.

Which validation step best addresses the infeasible confirmed delivery date?

Response:

- **A. alidate the product-related availability and delivery scheduling configuration so stabilization preparation time is reflected during schedule-line confirmation.**
- B. dd a delivery block for temperature-stabilized products so warehouse users can review preparation readiness before shipment.
- C. hange the requested delivery date proposal so all products using the same order type receive later promise dates.
- D. djust the billing relevance of the affected items so commercial processing waits until warehouse preparation is complete.

Answer: A

Explanation:

Feedback:

This resolves the issue at the availability and scheduling configuration layer. The affected product family must use the correct preparation and scheduling behavior before schedule-line validation can produce a feasible promise date.

NEW QUESTION # 41

A regional laboratory automation reseller is validating SAP S/4HANA Sales during an incremental move to SAP S/4HANA Cloud Private Edition while a retained on-premise sales process remains active. A newly introduced calibration-package sales flow creates the sales order and billing document successfully. During billing validation, the expected calibration-package condition is not included, even though the base item value is calculated and comparable standard service items price correctly. The visible artifact is a completed billing document with a commercial value that excludes the package-specific charge.

Finance requires repeatable billing behavior before release because the flow will operate across the transition landscape. The constraint is to preserve standard billing creation and correct commercial determination without manual invoice adjustment.

Which validation step best addresses the missing calibration-package condition?

Response:

- A. dd a manual billing correction step so finance users can enter the calibration-package value after billing is created.
- **B. alidate the pricing configuration and condition determination inputs for the calibration-package flow so the expected condition is retrieved before billing calculation.**
- C. hange the delivery completion rule so billing waits until logistics confirms that all items are fully processed.
- D. reate a separate customer record for calibration-package customers so commercial values are isolated from standard sales processing.

Answer: B

Explanation:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The calibration-package condition must be available through configured inputs before billing can calculate the expected commercial value.

NEW QUESTION # 42

CHALLENGE 3 2014; Distribution Hub Release Based on Confirmed Demand An accessory-kit order appears complete during customer service review, but the delivery proposal timing does not match the hotel installation window. Which validation best distinguishes executable hub workload from order-review completeness?

Response:

- A. reate the billing document first and compare invoice timing with the requested installation date.
- **B. heck confirmed quantities, confirmed delivery dates, and dispatch readiness before creating the outbound delivery.**
- C. onfirm that the order header has no visible incompleteness messages and release the order to hub planners.
- D. emove availability confirmation for accessory-kit orders so dealer teams can respond faster to hotel customers.

Answer: B

Explanation:

Feedback:

Executable hub workload depends on confirmed quantity, date, and dispatch readiness. The scenario shows that customer service review completeness alone is not enough to support reliable delivery timing.

NEW QUESTION # 43

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