

Die seit kurzem aktuellsten SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Prüfungsunterlagen, 100% Garantie für Ihren Erfolg in der SAP C_TS462_2601 Prüfungen!



Wenn Sie noch zögern, ob unsere Prüfungsunterlagen der SAP C_TS462_2601 kaufen, können Sie unsere Demo der Softwaren zuerst probieren! Danach werden Sie überzeugen, dass unsere Produkte Ihnen helfen können, SAP C_TS462_2601 zu bestehen. Da unser professionelles Team der ZertSoft sich kontinuierlich kräftigen und die Unterlagen der SAP C_TS462_2601 immer aktualisieren. Auf diese Weise siegen Sie beim Anfang der Vorbereitung!

SAP C_TS462_2601 Exam Syllabus Topics:

Section	Weight	Objectives
Basic Functions and Cross-Functional Customizing	8% - 12%	- Material determination and listing/exclusion - Output determination - Free goods and material substitution
Sales Documents and Customizing	16% - 20%	- Partner determination and text control - Copying control and outline agreements - Schedule lines and incomplection log - Sales document types and item categories
Master Data	12% - 16%	- Business partner and customer master - Material master - Condition records and agreements
Sales and Shipping Process	12% - 16%	- Delivery document types and picking - Goods issue and inventory integration - Order-to-delivery process

Availability Check and Advanced ATP	8% - 12%	- Advanced Available-to-Promise (aATP) - Backorder processing - Availability check rule and scope
Billing and Integration	12% - 16%	- Billing document types and control - Rebate processing and settlement - Account determination and FI integration
Organizational Structures	8% - 12%	- Assignments of organizational units - Enterprise structure in sales and distribution
S/4HANA Innovations and Technologies	8% - 12%	- Embedded analytics and reporting - Simplifications in S/4HANA Cloud Private Edition - SAP Fiori UX for sales
Pricing and Condition Technique	12% - 16%	- Pricing procedure determination - Calculation schema and requirements - Condition types and access sequences

>> C_TS462_2601 Online Praxisprüfung <<

SAP C_TS462_2601 Fragenpool, C_TS462_2601 Online Test

Wenn Sie die Schulungsunterlagen zur SAP C_TS462_2601 Zertifizierungsprüfung von ZertSoft haben, geben wir Ihnen einen einjährigen kostenlosen Update-Service. Das heißt, Sie können immer neue Zertifizierungsmaterialien bekommen. Sobald das Prüfungsziel und unsere Lernmaterialien geändert werden, benachrichtigen wir Ihnen in der ersten Zeit. Wir kennen Ihre Bedürfnisse. Wir haben das Selbstbewusstsein, Ihnen zu helfen, die SAP C_TS462_2601 Zertifizierungsprüfung zu bestehen. Sie können sich unbesorgt auf die SAP C_TS462_2601 Prüfung vorbereiten und das Zertifikat erfolgreich bekommen.

SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales C_TS462_2601 Prüfungsfragen mit Lösungen (Q76-Q81):

76. Frage

A regional industrial-cleaning products supplier is preparing SAP S/4HANA Sales for a transition from retained on-premise sales processing to SAP S/4HANA Cloud Private Edition. A converted buying-account business partner is active, selectable, and valid for an established sales area. In a newly activated sales area, the same sold-to party can be entered, but the expected bill-to partner and delivery-related proposal values are not derived. The visible artifact is an active business partner with proposal behavior complete in one context and incomplete in another.

The project team must preserve one shared customer identity because the account will transact across retained and new sales operations. The constraint is to restore proposal behavior without creating a duplicate customer or changing the sales document type.

What should the consultant validate first to correct the proposal inconsistency?

Response:

- A. Add an order-entry instruction so users manually enter the missing proposal values whenever the new sales area is selected.
- B. Change the sales document type so bill-to and delivery-related proposals are no longer required during order creation.
- C. Create a separate customer record for the new sales area so bill-to and delivery-related values can be maintained independently.
- **D. Validate the business partner customer role and sales-area-specific partner and shipping data so the required proposal values are available during order processing.**

Antwort: D

Begründung:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but the relevant customer role and sales-area-specific values must be maintained so proposal data can be derived consistently.

77. Frage

CHALLENGE 4 2014; Dealer Billing and Accessory Pricing Consistency A completed delivery for a dealer accessory-kit order produces an invoice that requires review. The order includes hotel-group payer data, payment terms, item billing

relevance, dealer agreement pricing, and accessory-kit conditions.

Which analysis should be performed first?

Response:

- A. annually adjust the invoice amount so the customer-facing document matches the dealer agreement.
- B. create a separate billing process for every hotel-group payer used during hypercare.
- **C. validate customer billing data, item billing relevance, dealer agreement pricing, and accessory-kit condition applicability.**
- D. remove accessory-kit pricing so the invoice uses only standard equipment pricing.

Antwort: C

Begründung:

Feedback:

The invoice behavior depends on billing data, item relevance, agreement pricing, and accessory-kit conditions working together after delivery completion. Validating those dependencies addresses the likely source of the review condition.

78. Frage

A regional production-equipment reseller is validating SAP S/4HANA Sales billing during an incremental move to SAP S/4HANA Cloud Private Edition. A newly introduced operator-readiness service flow creates the sales order and billing document successfully. During billing validation, the expected operator-readiness 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 whose commercial value excludes the service-specific charge.

Finance requires repeatable billing behavior before release because the flow will operate across retained and new sales operations.

The constraint is to preserve standard billing creation and correct commercial determination without manual invoice adjustment.

Which validation step best addresses the missing operator-readiness condition?

Response:

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

Antwort: C

Begründung:

Feedback:

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

79. Frage

A regional aftermarket battery supplier is validating SAP S/4HANA Sales during a mixed SAP S/4HANA Cloud Private Edition and retained on-premise rollout. A newly introduced hazardous-pack handling group is available for order entry, and sales orders save successfully. During validation, schedule lines are created, but the confirmation result ignores the additional handling lead time required before delivery release. The visible artifact is a feasible-looking confirmed date that later fails readiness validation for the same product group.

Operations wants order promising to reflect the handling lead time before users begin entering production orders. The constraint is to correct the product-specific confirmation behavior without changing the sales document type or delaying standard battery products that schedule correctly.

Which validation step best addresses the inaccurate confirmation result?

Response:

- A. change the requested delivery date proposal so all products using the same order type receive later confirmed dates.
- B. adjust billing relevance so commercial processing waits until logistics confirms hazardous-pack readiness.
- **C. validate the product-related availability and delivery scheduling configuration so handling lead time is reflected during schedule-line confirmation.**
- D. add a delivery block for hazardous-pack items so logistics users can manually review readiness before shipment.

Antwort: C

Begründung:

Feedback:

This resolves the issue at the availability and scheduling configuration layer. The product group must use the correct handling and scheduling behavior before schedule-line confirmation can produce a feasible delivery date.

80. Frage

A technical services distributor is validating SAP S/4HANA Sales billing during a phased move to SAP S/4HANA Cloud Private Edition. A new warranty-service sales flow creates the order and billing document successfully, but the billing output does not reflect the intended service-related price element. The visible artifact is a completed billing document with a commercial calculation that omits the expected condition for the service item.

Finance requires a repeatable configuration correction before rollout because the flow will operate during a period of private-cloud and retained on-premise coexistence. The constraint is to preserve standard billing creation and avoid manual value correction in billing.

Which action best addresses the missing commercial value?

Response:

- A. Add a manual billing correction step so finance users can enter the service-related value after billing is created.
- B. Change the customer master record so warranty-service customers are separated from standard sales customers.
- C. Adjust the delivery completion rule so billing waits until logistics confirms that the service item is fully processed.
- **D. Validate the pricing configuration and condition determination inputs for the warranty-service flow so the service-related condition is retrieved before billing calculation.**

Antwort: D

Begründung:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The service-related condition must be retrieved from the configured inputs before the billing document can calculate the intended commercial value.

81. Frage

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Es ist nicht so einfach, die C_TS462_2601 Prüfung zu bestehen. C_TS462_2601 Prüfung erfordert ein hohes Maß an Fachwissen der IT. Wenn es Ihnen dieses Wissen fehlt, kann ZertSoft Ihnen die Kenntnissequellen zur Verfügung stehen. Mit ihren reichen Fachkenntnissen und Erfahrungen bietet der Expertenteam die relevanten Fragen und Antworten der C_TS462_2601 Zertifizierungsprüfung. Wenn Sie ZertSoft wählen, versprechen wir Ihnen nicht nur eine 100%-Pass-Garantie, sondern stellt Ihnen auch einen einjährigen kostenlosen Update-Service zur Verfügung. Falls Sie in der Prüfung durchfallen, zahlen wir Ihnen die gesamte Summe zurück.

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