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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none"> • Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	<ul style="list-style-type: none"> • 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 5	<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 6	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	<ul style="list-style-type: none"> • Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 8	<ul style="list-style-type: none"> • Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q46-Q51):

NEW QUESTION # 46

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- B. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- C. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.
- D. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.

Answer: B,D

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

NEW QUESTION # 47

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain the transit time in the route in hours and minutes.
- B. Assign a set of working times to the plant.
- C. Assign a set of working times to the shipping point.
- D. Maintain shifts defining the times for starting and ending work.
- E. Assign a shift sequence to the working times.

Answer: A,B,C

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

NEW QUESTION # 48

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution chain.
- B. Distribution channel
- C. Division
- D. Warehouse number

Answer: D

Explanation:

Organizational Structures

NEW QUESTION # 49

You maintain a sales order with several items and apply a manual 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. Assign a group condition routine to the freight charge.
- D. Set up condition type groups for the freight charge.

Answer: D

NEW QUESTION # 50

You want to change the default description of a specific condition type for selected condition records.

How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use report COND_AV.
- B. Use the Change condition (VK12) transaction.
- C. Use the Creation of Pricing Lists app.
- D. Use the Manage Prices - Sales app.

Answer: B,D

Explanation:
Pricing and condition technique

NEW QUESTION # 51

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