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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	<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.
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">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 5	<ul style="list-style-type: none">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q40-Q45):

NEW QUESTION # 40

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Transportation group**
- C. Material freight group
- D. Loading group

Answer: B

NEW QUESTION # 41

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type**
- B. Condition type groups
- C. Condition record**
- D. Condition category

Answer: A,C

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 42

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. XML**
- B. Print
- C. Fax
- D. E-mail**

- E. DALE

Answer: A,B,D

Explanation:

Channels supported by BRF+ output management include:
 B . Print: Traditional paper-based documents.
 C . XML: Electronic data interchange format.
 D . E-mail: Electronic mailing of documents.

NEW QUESTION # 43

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

Answer: B

NEW QUESTION # 44

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- **A. XML**
- **B. Print**
- C. Fax
- D. ALE
- **E. E-mail**

Answer: A,B,E

Explanation:

Basic Functions (customizing)

NEW QUESTION # 45

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