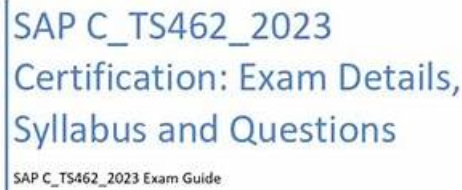


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q34-Q39):

NEW QUESTION # 34

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Loading group
- B. Shipping conditions
- C. Plant
- D. Sales document type
- E. Transportation group

Answer: A,B,C

Explanation:

Shipping Process and Customizing

NEW QUESTION # 35

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- B. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- C. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- D. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.

Answer: B

NEW QUESTION # 36

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- A. Procurement costs can be reduced.
- B. More sales orders can be confirmed.
- C. Capacity overloads can be avoided.
- D. Goods distribution can be optimized.

Answer: D

Explanation:

Combining material availability check with product allocations can achieve:

D . Goods distribution can be optimized: By combining these two, the system can ensure that available stock is allocated in a way that meets strategic sales and distribution objectives, optimizing overall goods distribution.

NEW QUESTION # 37

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Profit center
- **B. Company code**
- C. Business area
- **D. Sales organization**

Answer: B,D

Explanation:

For billing as part of the sales process, the configured organizational units must include:

C . Company code: Billing documents are financial documents and are associated with a company code, which represents a legal entity in financial accounting.

D . Sales organization: The sales organization is responsible for distributing goods and services, negotiating sales conditions, and bears the responsibility for those transactions.

NEW QUESTION # 38

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. Sales organization
- **B. Distribution chain**
- C. Division
- D. Distribution channel

Answer: B

Explanation:

To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:

C . Distribution chain

In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods.

NEW QUESTION # 39

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