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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 5	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 6	• 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 7	• 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 8	• 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 (Q41-Q46):

NEW QUESTION # 41

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

Answer: A,D

Explanation:
To change the default description of a specific condition type for selected condition records, you can:
A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.
D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 42

What must every condition record contain?
Note: There are 2 correct answers to this question.

- A. Validity period
- B. Scale
- C. Calculation type
- D. Quantity

Answer: A,D

Explanation:
Every condition record in SAP must contain:
D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.
C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.
While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates

how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 43

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Condition function
- B. Condition class
- C. Exclusion indicator
- D. Header condition

Answer: B

Explanation:
Pricing and condition technique

NEW QUESTION # 44

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and distribution channel.
- B. It is linked to a combination of plant and shipping point.
- C. It is linked to a combination of sales area and plant.
- D. It is linked to a combination of plant and storage location.

Answer: D

NEW QUESTION # 45

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.
Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Intelligence
- B. SAP Signavio Process Governance
- C. SAP Signavio Process Insights
- D. SAP Signavio Process Manager

Answer: B,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 46

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