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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">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

Topic 3	<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 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"> • 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 6	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q20-Q25):

NEW QUESTION # 20

Which option can you use to set up complex pricing scenarios?

Note: There are 2 correct answers to this question

- A. Define requirements
- B. Define process categories
- C. Add new fields for pricing
- D. Set up counter field

Answer: A,C

Explanation:

To set up complex pricing scenarios in SAP, you can use the following options:

C . Define requirements: Requirements in the context of pricing are specific conditions that must be met for a pricing condition to apply. By defining custom requirements, you can control when a particular pricing condition becomes active, allowing for the creation of complex pricing scenarios based on various factors such as customer, material, sales area, etc.

D . Add new fields for pricing: By adding new fields to the pricing procedure, you can incorporate additional data points into your pricing calculations. This allows for more nuanced and complex pricing scenarios that take into account a wider range of variables, such as specific attributes of a customer, order, or material.

Setting up counter fields (Option B) can also contribute to complex pricing scenarios by allowing sequential processing of conditions that meet certain criteria, but the primary tools for creating complexity are defining requirements and adding new fields to accommodate diverse pricing logic.

NEW QUESTION # 21

To which elements do you assign a partner determination procedure? Note: There are 2 correct answers to this question.

- A. Business partner category
- B. Account group
- C. Delivery type
- D. Delivery item category

Answer: B,C

Explanation:

A partner determination procedure is assigned to:

C . Account group: This determines how partners are identified and managed within different account groups in the system.

D . Delivery type: This defines how partners are involved in the delivery processes and what roles they play.

NEW QUESTION # 22

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Pricing reports
- B. Listing
- C. Manage Prices - Sales app
- D. Price lists

Answer: C,D

Explanation:

Pricing and condition technique

NEW QUESTION # 23

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

Answer: D

NEW QUESTION # 24

Which of the following is a prerequisite for billing?

- A. You need a billing type that is configured to be billing relevant.
- B. You need an order item category that is configured to be billing relevant.
- C. You need an billing item category that is configured to be billing relevant.
- D. You need a sales document type that is configured to be billing relevant.

Answer: B

Explanation:

A prerequisite for billing is:

C . You need an order item category that is configured to be billing relevant; This ensures that items in the order can be included in the billing document based on their category configuration.

NEW QUESTION # 25

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