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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 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"> 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 7	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 8	<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 (Q37-Q42):

NEW QUESTION # 37

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Item Relevant for Delivery indicator in the item category.
- B. You need to set the Schedule Lines Allowed indicator in the item category.**
- C. You need to set up the item category as relevant for delivery-related billing.**
- D. You need to set up copying control in Logistics Execution System for the item category.

Answer: B,C

NEW QUESTION # 38

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You use preliminary billing documents for the invoice list creation.
- B. You must set up a periodic billing plan for the invoice list creation.
- C. You must create an invoice list at specified time intervals or on specific dates.**
- D. You must send the payer a single invoice list instead of the individual invoices.**

Answer: C,D

Explanation:

Characteristics of an invoice list process include:

- B . You must send the payer a single invoice list instead of the individual invoices: This consolidates multiple invoices into a single document for the payer.
- C . You must create an invoice list at specified time intervals or on specific dates: This defines the periodic nature of invoice list creation, bundling invoices over a set period.

NEW QUESTION # 39

Which of the following is a prerequisite for billing?

- A. You need an billing item category that is configured to be billing relevant.

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

Answer: C

NEW QUESTION # 40

You maintain a sales order with several items and apply a 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 condition type groups for the freight charge.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Assign a group condition routine to the freight charge.

Answer: A

Explanation:

By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

NEW QUESTION # 41

Where do you configure the default billing type to be used for delivery-related billing?

- A. Sales document item category
- **B. Sales document type**
- C. Copying control
- D. Delivery type

Answer: B

NEW QUESTION # 42

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