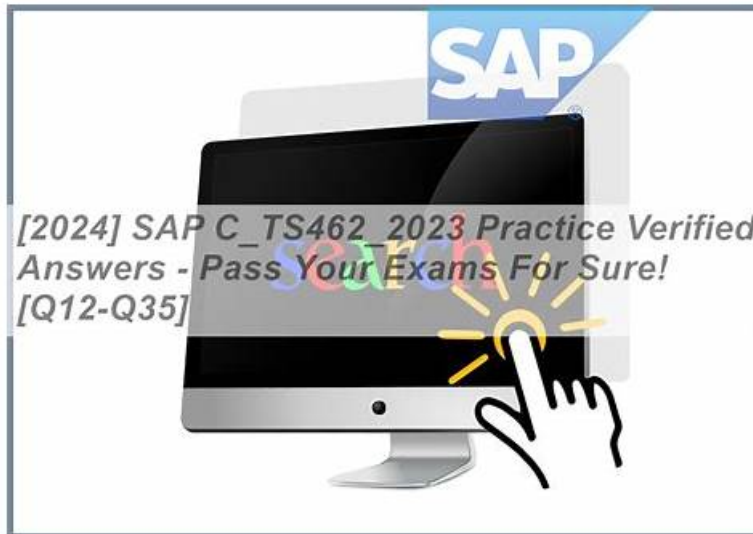


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SAP C_TS462_2023 Exam Syllabus Topics:

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"> Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 3	<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 4	<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 5	<ul style="list-style-type: none"> Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q34-Q39):

NEW QUESTION # 34

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The billing type settings
- B. The item category determination
- C. The lead time in days
- D. The immediate delivery setting

Answer: A,D

Explanation:

Cash sales and rush order processes share the following settings:

B . The billing type settings: Both processes typically involve immediate billing upon order creation or delivery.

D . The immediate delivery setting: Both processes are designed for rapid processing, often including immediate or very quick delivery after order placement.

NEW QUESTION # 35

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. IDoc
- B. SOAP
- C. OData
- D. RFC

Answer: B,C

NEW QUESTION # 36

Which of the following is a use case for a billing plan type?

- A. Convergent billing
- B. Milestone billing
- C. Invoice lists
- D. Settlement management

Answer: B

NEW QUESTION # 37

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app Note: There are 2 correct answers to this question.

- A. With transaction VF04, a user can generate a log for the collective run.
- B. With the app, a user can set default billing blocks for sales documents.
- C. With the app, a user can block the automatic posting of billing documents.
- D. With transaction VF04, a user can cancel a collective billing run.

Answer: A,C

NEW QUESTION # 38

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple plants to one company code.
- B. Assign a plant to multiple sales organizations/distribution channels.
- C. Assign multiple distribution channels to one company code.
- D. Assign a shipping point to multiple plants.
- E. Assign multiple loading points to a plant.

Answer: A,B,D

NEW QUESTION # 39

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