

SAP C_TS462_2601試験の準備方法 | 有難い C_TS462_2601資格専門知識試験 | 権威のあるSAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales試験対応



C_TS462_2601の実際の試験の内容について科学的な取り決めを行いました。優れたC_TS462_2601試験問題でC_TS462_2601試験に合格できます。C_TS462_2601の実際の試験の品質を確保するために、多くの努力をしました。私たちの会社は何百人もの専門家を雇うことに多額のお金を費やし、彼らは作品を書くためにチームを作りました。これらの専門家の資格は非常に高いです。C_TS462_2601学習ガイドに関する豊富な知識と豊富な経験があります。これらの専門家は、C_TS462_2601の学習資料が公式に全員と面談するまでに多くの時間を費やしました。

SAP C_TS462_2601 Exam Syllabus Topics:

Section	Objectives
Sales Order Management	- Item categories and schedule lines - Sales document processing - Availability check and requirements planning
Pricing and Condition Technique	- Discounts, surcharges, and taxes - Condition records and access sequences - Pricing procedures
Sales Configuration and Basic Settings	- Basic system settings for sales processes - Master data configuration - Organizational structures in Sales and Distribution
Billing and Invoicing	- Invoice verification and outputs - Billing document creation
SAP S/4HANA Sales Integration	- Order-to-cash process flow - Integration with finance (FI) and logistics
Delivery and Shipping Processes	- Shipping points and route determination - Delivery creation and processing

>> C_TS462_2601資格専門知識 <<

試験の準備方法-効率的なC_TS462_2601資格専門知識試験-ハイパスレー トのC_TS462_2601試験対応

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales 認定 C_TS462_2601 試験問題 (Q48-Q53):

質問 # 48

CHALLENGE 4 — Trade-Customer Billing and Pricing Consistency A completed outbound delivery for a trade customer creates an invoice that requires review. The order includes promotional pricing, customer payment terms, and item billing relevance from the shared template.

Which analysis should be performed first?

Response:

- A. alidate customer billing attributes, item billing relevance, and applicable pricing conditions for the trade-customer order.
- B. annually change the invoice value so the customer-facing document matches the expected promotion.
- C. reate a separate billing type for every trade-customer promotion used during the pilot.
- D. emove the trade-customer agreement so the invoice uses only standard retail pricing.

正解: A

解説:

Feedback:

The invoice review depends on the interaction of billing attributes, item billing relevance, and pricing conditions. Validating those dependencies addresses the reason the delivery-based invoice differs.

質問 # 49

A regional modular-office supplier is validating SAP S/4HANA Sales after adding a new distribution context for public-sector refurbishment accounts in SAP S/4HANA Cloud Private Edition while a retained on-premise sales structure remains active. Users can enter orders with the new context, and the header is accepted. During item validation, the selected sales context is not interpreted consistently before follow-on processing. The visible artifact is a header-level organizational context that appears valid while item-level execution validation treats part of the assignment as incomplete.

The implementation team must avoid changing customer records, material records, or the sales document type because those objects process correctly in the retained structure. The constraint is to correct the organizational binding so refurbishment orders can use the standard sales process.

Which validation step best resolves the organizational interpretation inconsistency?

Response:

- A. hange the sales document type so orders using the new context bypass item-level organizational validation.
- B. xtend the materials to another plant so item processing can use an established logistics route.
- C. dd a manual release step so users can approve orders entered with the new distribution context.
- D. alidate the enterprise structure assignments so the new distribution context is consistently bound to the relevant sales organization, division, and execution structure.

正解: D

解説:

Feedback:

This resolves the issue at the enterprise structure configuration layer. The selected sales context must be consistently assigned before item validation can bind the order to the intended organizational and execution behavior.

質問 # 50

A food service supplier is testing delivery scheduling in SAP S/4HANA Sales for temperature-controlled products during a mixed deployment. Sales orders save successfully, and material availability is confirmed, but the proposed delivery date does not include the expected preparation and shipping lead time for one distribution route. The visible artifact is a scheduling result that appears valid at item level but is not feasible for warehouse execution.

Operations wants realistic schedule lines before rollout without changing the standard order type. The constraint is to correct the

scheduling behavior for the affected route while preserving normal sales order processing.

Which action best targets the source of the scheduling inconsistency?

Response:

- A. hange the customer requested delivery date manually for temperature-controlled products so the warehouse receives more preparation time.
- **B. alidate the delivery scheduling and route-relevant configuration so lead-time determination is reflected correctly in the sales order schedule line.**
- C. djust the pricing condition for temperature-controlled products so the commercial calculation reflects the additional handling effort.
- D. dd a billing block for the affected items so invoices cannot be created until the warehouse confirms actual shipment timing.

正解: B

解説:

Feedback:

This resolves the issue at the scheduling configuration layer where route-relevant timing is reflected in the schedule line. The order can be valid and available, but execution planning still depends on correct lead-time determination before delivery validation.

質問 # 51

A construction supply wholesaler is validating SAP S/4HANA Sales order promising during a mixed SAP S/4HANA Cloud Private Edition and on-premise rollout. For made-to-stock materials with regional storage constraints, sales orders create schedule lines successfully, but the confirmed delivery date does not reflect the expected regional preparation time. The visible artifact is a complete schedule line that later proves infeasible for warehouse execution.

Operations wants reliable promise dates before enabling the product group for standard order entry. The team must avoid changing the sales document type because other materials using the same order type schedule correctly. The constraint is to correct the product-specific scheduling behavior.

Which validation step best addresses the infeasible schedule line?

Response:

- A. djust the billing relevance of the affected items so commercial processing waits until warehouse preparation is complete.
- B. dd a delivery block for the affected materials so warehouse users can manually review regional preparation timing before shipment.
- C. hange the requested delivery date proposal so all materials using the same order type receive later promise dates.
- **D. alidate the product-related availability and delivery scheduling configuration so regional preparation time is reflected during schedule-line confirmation.**

正解: D

解説:

Feedback:

This resolves the issue at the availability and scheduling configuration layer. The affected product group must use the correct regional preparation and scheduling behavior before schedule-line validation can produce a feasible promise date.

質問 # 52

CHALLENGE 2 Accessory-Pack Item Behavior Across Channel Orders A speaker accessory sells correctly as a standard equipment item. The same accessory behaves differently when included in an accessory-pack order for a rental partner.

Which evaluation should occur first?

Response:

- A. reate the outbound delivery first because delivery processing determines sales order item behavior.
- **B. onfirm whether the sales document type and item category behavior support the intended accessory-pack line flow.**
- C. emove accessory packs from design validation and test only standard equipment orders.
- D. djust the accessory-pack price so the accessory uses the same value as a standard equipment item.

正解: B

解説:

The behavior difference appears during sales order processing, so document and item behavior should be validated first. This confirms whether the accessory-pack line flow is supported before delivery, billing, or pricing is treated as the source.

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