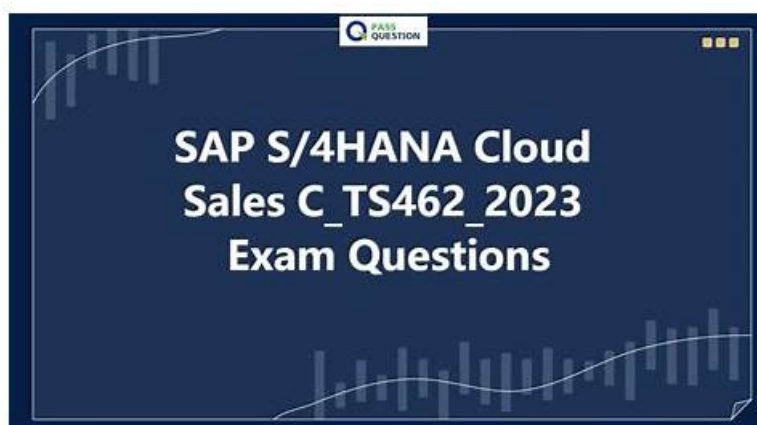


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SAP C_TS462_2023 Exam Syllabus Topics:

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

Topic 4	<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 5	<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 6	<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 7	<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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q12-Q17):

NEW QUESTION # 12

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

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

Answer: B

Explanation:

A use case for a billing plan type includes:

A . Milestone billing: This allows for billing based on the completion of certain milestones in a project or delivery schedule.

NEW QUESTION # 13

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

Answer: C,D

Explanation:

Differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app include:

B . With transaction VF04, a user can simulate the creation of multiple billing documents: This feature allows users to preview the results of the billing run without actually generating the documents.

C . With transaction VF04, a user can cancel a collective billing run: This functionality provides users with the option to undo a billing run if necessary, which might not be directly available in the Fiori app.

NEW QUESTION # 14

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Change condition transaction (transaction code VK12).
- B. Use the Creation of Price Lists app.
- C. Use the Manage Prices - Sales app.

- D. Use the Create condition with template transaction (transaction code VK14).

Answer: A,C

Explanation:

D . Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A . Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

NEW QUESTION # 15

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- **A. In the order header, set order combination to allowed.**
- B. In each order item, set partial deliveries to required.
- C. In each order item, set complete delivery to required.
- D. In the order header, set the Complete Delivery indicator.

Answer: A

Explanation:

To enable partial deliveries for a sales order while minimizing the number of deliveries, you can:

B . In the order header, set order combination to allowed: This allows for the combination of items from different orders into a single delivery, provided other criteria like ship-to party and delivery dates match.

NEW QUESTION # 16

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text procedure assignment
- **B. Access sequence**
- C. Text ID
- D. Text determination procedure

Answer: B

Explanation:

The behavior regarding the copying of texts and subsequent changes is controlled by:






C . Access sequence: The access sequence in text determination defines where the system looks for texts and how it behaves when texts are changed after being copied to a document.

NEW QUESTION # 17

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