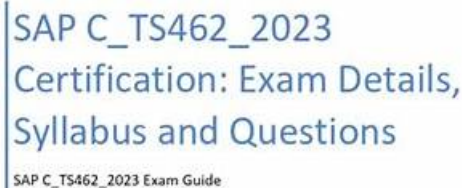


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SAP C_TS462_2023 Exam Syllabus Topics:

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 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"> • Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	<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.
Topic 5	<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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q51-Q56):

NEW QUESTION # 51

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Quotation type
- B. Copying control
- C. Order item category
- D. Order type

Answer: B

Explanation:

Shipping Process and Customizing

NEW QUESTION # 52

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- B. Sales order item category
- C. Sales order type
- D. Shipping point

Answer: C

Explanation:

The default delivery type for an outbound delivery created from a sales order is determined from:

A . Sales order type: The sales order type has configurations that determine the subsequent document flow, including the default delivery type to be used.

NEW QUESTION # 53

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The document flow is updated.
- B. Delivery requirements in material planning are updated.
- C. The billing document can now be created.
- D. The overall status of the delivery is set to complete.
- E. The warehouse task status is set to complete.

Answer: A,B,C

NEW QUESTION # 54

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition category
- B. Condition type groups
- C. Condition record
- D. Condition type

Answer: C,D

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 55

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- B. Sales order item category
- C. Sales order type
- D. Shipping point

Answer: C

NEW QUESTION # 56

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