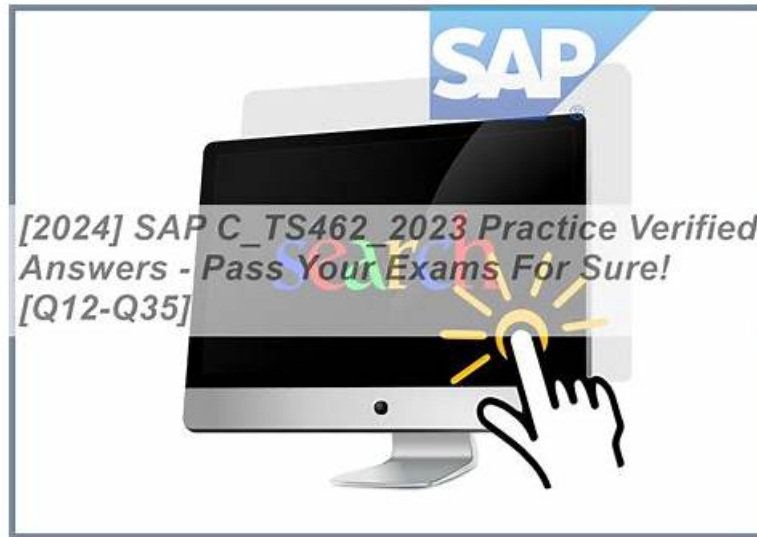


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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">• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 5	<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 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">• 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 8	<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.

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

NEW QUESTION # 51

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ordering party (1)
- B. Invoicing party (11)
- C. Sold-to party (SP)
- D. Ship-to party (SH)

Answer: C,D

NEW QUESTION # 52

How do you limit the choice of order reasons for a sales document?

- A. Assign the permitted reasons to the relevant sales item category.
- B. Specify the permitted order reasons in the relevant customer master.
- C. Specify the permitted reasons in the customer material info record.
- D. Assign the permitted order reasons to the relevant sales document type.

Answer: D

Explanation:

To limit the choice of order reasons for a sales document, you should:

C . Assign the permitted order reasons to the relevant sales document type.

This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

NEW QUESTION # 53

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Business partner grouping
- B. Business partner role
- C. Account group
- D. Business partner category

Answer: A

NEW QUESTION # 54

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this

question.

- **A. Loading time of the shipping point**
- B. Transportation lead time of the forwarding agent
- C. Pick/pack time of the warehouse number
- **D. Transit time of the route**

Answer: A,D

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.

B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

NEW QUESTION # 55

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- **A. Warehouse number**
- B. Distribution chain.
- C. Distribution channel
- D. Division

Answer: A

Explanation:

Organizational Structures

NEW QUESTION # 56

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This way you will be able to experience the actual SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam environment and become a more prepared and confident candidate to step into the examination center. You will know where exactly you stand before the actual SAP C_TS462_2023 Certification Exam. The actual SAP C_TS462_2023 exam questions will make you familiar with the inside-out view of the exam pattern and syllabus.

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