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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q29-Q34):

NEW QUESTION # 29

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- B. You need an billing item category that is configured to be billing relevant.
- C. You need a billing type that is configured to be billing relevant.
- D. You need an order item category that is configured to be billing relevant.

Answer: D

Explanation:

Billing Process and Customizing

NEW QUESTION # 30

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

Answer: B

NEW QUESTION # 31

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. Pick/pack time of the warehouse number
- C. Transportation lead time of the forwarding agent
- D. Transit time of the route

Answer: A,B

Explanation:

Sales Process and Analytics

NEW QUESTION # 32

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

Answer: B

Explanation:

Shipping Process and Customizing

NEW QUESTION # 33

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

Answer: B

Explanation:

Shipping Process and Customizing

NEW QUESTION # 34

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