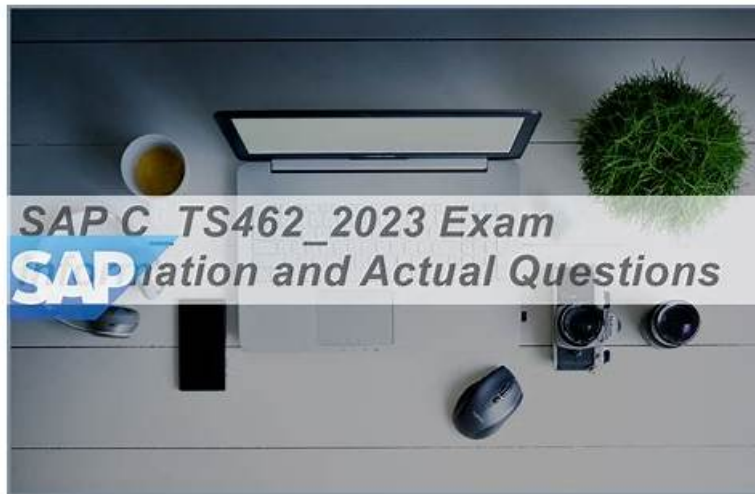


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SAP C_TS462_2023 Exam Syllabus Topics:

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

| | |
|---------|--|
| Topic 3 | <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 4 | <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. |
| 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"> • 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 7 | <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. |

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q44-Q49):

NEW QUESTION # 44

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Billing type for cancellation
- B. Item number increment
- C. Reference mandatory indicator
- D. Default delivery type for billing

Answer: A,B

Explanation:

Billing Process and Customizing

NEW QUESTION # 45

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. The status of a document is updated using artificial intelligence (AI) algorithms.
- B. Issue solving is supported by a wizard based on machine learning (ML).
- C. The process flow supports direct navigation to applications that can be used to solve problems.
- D. Color coding is used to indicate the status of a document.

Answer: A,C

Explanation:

Sales Process and Analytics

NEW QUESTION # 46

For which type of outline agreement do you determine the material from the item category?

- A. Quantity contract
- B. Value contract
- C. Scheduling agreement
- D. Condition contract

Answer: A

Explanation:

The material for an outline agreement is determined from the item category in:

C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

NEW QUESTION # 47

In which type of outline agreement would you see details of confirmed material quantities and delivery dates?

- A. Quantity contract
- **B. Scheduling agreement**
- C. Material-related value contract
- D. General value contract

Answer: B

Explanation:

Confirmed material quantities and delivery dates are detailed in:

B . Scheduling agreement: This type of agreement includes specific delivery schedules, including quantities and dates, which are confirmed and can be adjusted as needed.

NEW QUESTION # 48

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- **A. SAP Signavio Process Manager**
- **B. SAP Signavio Process Governance**
- C. SAP Signavio Process Intelligence
- D. SAP Signavio Process Insights

Answer: A,B

Explanation:

Basic Functions (customizing)

NEW QUESTION # 49

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