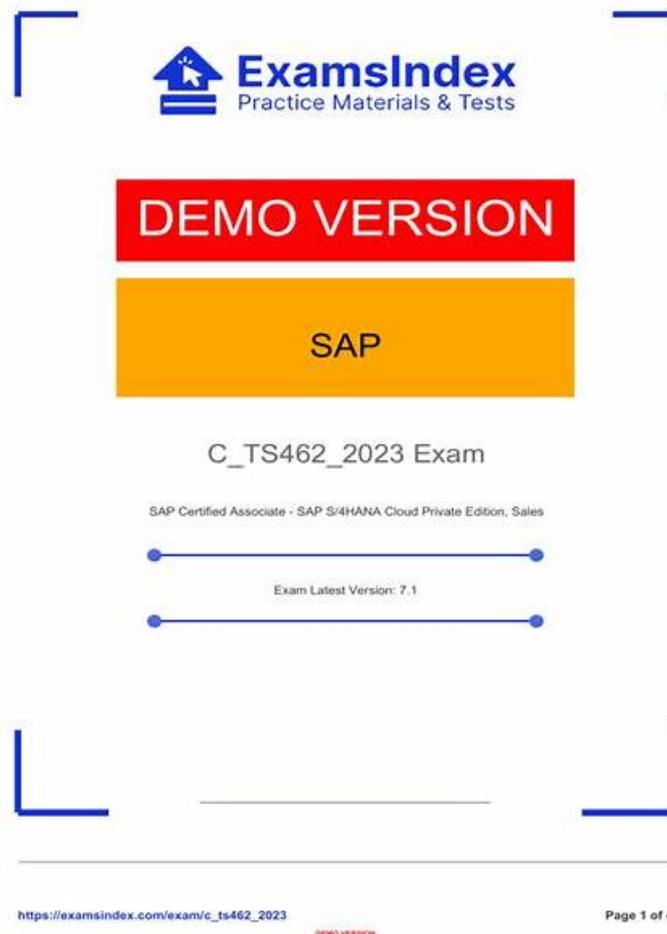


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">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 4	<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 (Q52-Q57):

NEW QUESTION # 52

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Loading group
- B. Transportation group
- C. Sales document type
- D. Shipping conditions
- E. Plant

Answer: A,D,E

Explanation:

Shipping Process and Customizing

NEW QUESTION # 53

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality?

Note: There are 2 correct answers to this question.

- A. Stability
- B. Efficiency
- C. Timeliness
- D. Accuracy

Answer: A,B

Explanation:

Managing Clean Core

NEW QUESTION # 54

Which pricing element uses a calculation type and scale base type?

- A. Condition Type
- B. Access Sequence

- C. Pricing Type
- D. Pricing Procedure

Answer: A

Explanation:

The pricing element that uses a calculation type and scale base type is:

A . Condition Type

In SAP pricing, a condition type represents a specific aspect of the pricing process, such as a discount, surcharge, freight, or tax.

The calculation type determines how the system calculates the value of the condition (e.g., as a percentage, a fixed amount, or based on quantity). The scale base type determines how the system should interpret scales associated with the condition type (e.g., based on the weight, value, or quantity of the items in the sales document).

NEW QUESTION # 55

You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects? Note: There are 3 correct answers to this question.

- A. Business transaction event (BTE)
- B. SAP Best Practices
- C. Customer exit
- D. Modification
- E. Enhancement point

Answer: A,C,E

Explanation:

To change standard sales processing logic without altering SAP-delivered objects, consider:

A . Customer exit: This is a predefined enhancement point provided by SAP that allows customers to add their own custom code.

B . Business transaction event (BTE): BTEs offer a way to add custom processing to standard SAP transactions.

C . Enhancement point: Enhancement points are spots within SAP code where custom code can be inserted without direct modification to standard objects.

NEW QUESTION # 56

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Partner determination procedure
- B. Origin and source of the partner function
- C. Address usage of the business partner
- D. Generic partner function

Answer: A,C

NEW QUESTION # 57

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