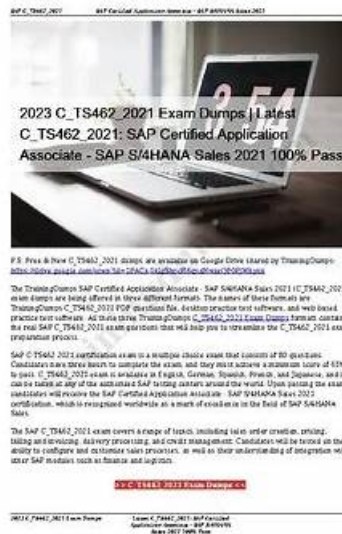


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SAP C_TS462 Exam Syllabus Topics:

Section	Objectives
Topic 1: Sales Order Management	- Availability check and delivery processing • 1. Delivery creation and processing • 2. ATP (Available-to-Promise) checks - Sales document processing • 1. Inquiry, quotation, and sales order lifecycle • 2. Order types and item categories

Topic 2: Organizational Structures	- Enterprise structure in sales • 1. Plant and storage location assignment • 2. Sales organization, distribution channel, division
Topic 3: Billing and Revenue Recognition	- Revenue accounting basics • 1. Revenue recognition principles in SAP S/4HANA - Billing document processing • 1. Invoice creation and billing types • 2. Credit and debit memos
Topic 4: Pricing and Condition Technique	- Pricing configuration • 1. Discounts, surcharges, and taxes • 2. Condition types and pricing procedures
Topic 5: Shipping and Logistics Execution	- Outbound delivery processing • 1. Shipping point determination • 2. Picking, packing, and goods issue

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q37-Q42):

NEW QUESTION # 37

CHALLENGE 2 Installation Bundle Item Behavior in Contract Releases An acoustic panel sells correctly as a catalog replenishment item. The same material behaves differently when included in an installation bundle on a contract release order.

Which evaluation should occur first?

Response:

- A. remove installation bundles from cutover rehearsal and test only catalog replenishment items.
- B. adjust the contract agreement price so the bundled panel matches the catalog item value.
- C. confirm whether sales document type and item category behavior support the installation bundle material context.
- D. create the outbound delivery first because delivery processing determines sales order item behavior.

Answer: C

Explanation:

Feedback:

The behavior difference appears during sales order processing, so document and item behavior should be validated first. This confirms whether the installation bundle context is supported before delivery, billing, or pricing is treated as the source.

NEW QUESTION # 38

CHALLENGE 3 2014; Distribution Plant Staging Based on Confirmed Demand Plant coordinators want only confirmed contract release orders staged for shipment. Account teams want minimal delay for contractors waiting on project-site furniture bundles.

What is the best performance-weighted control?

Response:

- A. Release orders with confirmed quantities, usable dates, and plant staging readiness while keeping unresolved orders visible for account follow-up.
- B. Place every dealer and contractor order on manual review until all deployment waves are complete.
- C. defer plant staging validation until billing users complete invoice testing for contract release orders.
- D. Release all saved contract release orders to the plant and let coordinators adjust the staging sequence later.

Answer: A

Explanation:

Feedback:

This keeps confirmed workload moving while preventing unresolved demand from entering executable plant operations. It balances customer responsiveness with controlled delivery release.

NEW QUESTION # 39

A regional surgical-training equipment distributor is validating SAP S/4HANA Sales during a mixed SAP S/4HANA Cloud Private Edition and retained on-premise transition. A newly introduced evaluation-kit order flow saves successfully in the mixed UI context, and the header shows an active lifecycle state. During item validation, the evaluation-kit item is accepted but receives behavior that makes it relevant for a normal chargeable fulfillment path. The visible artifact is that the order purpose is accepted at header level while the item remains aligned with standard sales execution.

Sales operations wants the evaluation-kit flow to stay within standard sales processing and avoid user corrections after item entry. The constraint is to correct the item behavior determination without changing customer master data or creating a separate custom order path.

Which validation step best addresses the evaluation-kit item behavior mismatch?

Response:

- A. Validate the sales document and item category determination inputs so the evaluation-kit flow derives the intended item behavior during order processing.
- B. Add a manual item instruction so users can suppress normal fulfillment behavior during order review.
- C. Change the delivery document type so evaluation-kit items can be handled differently after the sales order is saved.
- D. Update customer sales area data so the sold-to party controls whether the item behaves as an evaluation kit or standard sale.

Answer: A

Explanation:

Feedback:

This resolves the issue at the item behavior determination layer. The order and item-related inputs must bind to the intended item category before execution validation can apply the correct evaluation-kit processing behavior.

NEW QUESTION # 40

CHALLENGE 1 2014; Customer Role Readiness for Showroom Order Capture During cutover rehearsal, store managers request a shortcut that allows incomplete trade-customer data to be corrected after orders are captured. The project team wants store entry to remain fast but also repeatable for rollout.

What is the best decision?

Response:

- A. Require customer role and sales-area readiness before order capture, while limiting review to affected trade-customer records.
- B. Flow order capture with incomplete customer data and assign responsibility to billing users to correct it later.
- C. Lock all showroom orders until every customer record in all future rollout regions has been fully reviewed.
- D. Replace alternate ship-to records with a single default ship-to so users can complete order entry faster.

Answer: A

Explanation:

Feedback:

This balances fast store entry with reliable master data readiness by targeting the affected trade-customer records. It supports the reusable process without creating a broad delay or downstream correction habit.

NEW QUESTION # 41

CHALLENGE 3; Billing Relevance Alignment for Delivery-Based Invoicing Billing specialists can create invoices for some outbound deliveries, but other deliveries require review when payment terms, item behavior, and billing relevance vary across customer groups.

Which analysis should be performed first?

Response:

- A. reate billing documents manually for all reviewed deliveries and correct the invoice attributes after posting.
- B. hange all affected customers to the same payment terms so billing documents are easier to compare.
- **C. alidate item category billing relevance together with customer billing data and payment terms for the delivery-based flow.**
- D. ebuild the pricing condition records because pricing inconsistency always prevents delivery-related billing.

Answer: C

Explanation:

Feedback:

The scenario connects billing behavior to item relevance and customer billing data. Validating these together addresses the second-order dependency behind delivery-based invoicing rather than treating billing as an isolated step.

NEW QUESTION # 42

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