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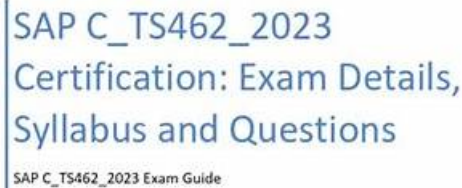
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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 3	• 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 4	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 5	• 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 (Q56-Q61):

NEW QUESTION # 56
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 type
- B. Quotation type
- C. Copying control
- D. Order item category

Answer: C

NEW QUESTION # 57
What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app? Note: There are 2 correct answers to this question.

- A. With the app, a user can set default billing blocks for sales documents.
- B. With transaction VF04, a user can cancel a collective billing run.
- C. With the app, a user can block the automatic posting of billing documents.
- D. With transaction VF04, a user can simulate the creation of multiple billing documents.

Answer: B,D

Explanation:
Differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app include:
B . With transaction VF04, a user can simulate the creation of multiple billing documents: This feature allows users to preview the results of the billing run without actually generating the documents.
C . With transaction VF04, a user can cancel a collective billing run: This functionality provides users with the option to undo a billing run if necessary, which might not be directly available in the Fiori app.

NEW QUESTION # 58
You want to set up automatic pricing in a sales order. Which actions should you take to achieve this?
Note: There are 2 correct answers to this question.

- A. Set up the pricing procedure and assign it to the relevant sales document type.
- B. Set up condition tables and assign them to the relevant access sequences.

- C. Set up condition tables and assign them to the relevant condition types.
- D. Set up condition types and assign them to the relevant pricing procedure.

Answer: B,D

Explanation:
Pricing and condition technique

NEW QUESTION # 59

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Shipping point
- B. MRP type
- C. Delivery type
- D. Item category group
- E. Higher-level item category

Answer: C,D,E

NEW QUESTION # 60

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

- A. Color coding is used to indicate the status of a document.
- 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. The status of a document is updated using artificial intelligence (AI) algorithms.

Answer: C,D

Explanation:
Sales Process and Analytics

NEW QUESTION # 61

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