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## SAP C\_TS462\_2023 Certification: Exam Details, Syllabus and Questions

SAP C\_TS462\_2023 Exam Guide

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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q27-Q32):

### NEW QUESTION # 27

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Fill
- B. Redistribute
- C. Gain
- D. Obtain
- E. Drop

**Answer: A,B,C**

Explanation:

Confirmation strategies available in backorder processing include:

- A . Fill: This strategy aims to completely fulfill as many sales orders as possible.
- B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.
- D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

### NEW QUESTION # 28

Which field from the material master is used in route determination in a sales order?

- A. Loading group
- B. Weight group
- C. Transportation group
- D. Material freight group

**Answer: C**

#### **NEW QUESTION # 29**

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. XML
- B. DALE
- C. Print
- D. Fax
- E. E-mail

**Answer: A,C,E**

Explanation:

Channels supported by BRF+ output management include:

- B . Print: Traditional paper-based documents.
- C . XML: Electronic data interchange format.
- D . E-mail: Electronic mailing of documents.

#### **NEW QUESTION # 30**

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- B. Business partner category
- C. Business partner role
- D. Business partner grouping

**Answer: D**

#### **NEW QUESTION # 31**

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

- A. Free goods
- B. Item proposal
- C. Material listing
- D. Material determination

**Answer: A,D**

Explanation:

The appearance of the same material as both a main item and a sub-item in an order can be caused by:

- A . Free goods: This function can add an additional item to an order at no charge, which can be the same material under certain conditions.
- B . Material determination: This can replace or add materials in an order based on predefined rules, potentially leading to the same material appearing more than once.

#### **NEW QUESTION # 32**

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