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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.
Topic 3	• 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 4	• 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	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.

Topic 6	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 7	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11
You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Business area
- B. Sales organization
- C. Company code
- D. Profit center

Answer: B,C

NEW QUESTION # 12
You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Set the Exclusion indicator in the condition records for all discounts.
- B. Activate the Condition Update indicator in the condition records for the special price.
- C. Set the Exclusion indicator in the condition record for the special price.
- D. Create a condition record for a customer-specific price.

Answer: C

Explanation:
To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:
D . Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is applied, other discount conditions are excluded for the calculation.

NEW QUESTION # 13
Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The immediate delivery setting
- B. The billing type settings
- C. The item category determination
- D. The lead time in days

Answer: A,B

Explanation:
Cash sales and rush order processes share the following settings:
B . The billing type settings: Both processes typically involve immediate billing upon order creation or delivery.
D . The immediate delivery setting: Both processes are designed for rapid processing, often including immediate or very quick delivery after order placement.

NEW QUESTION # 14
You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.
What do you need to do?

- A. Assign a group condition routine to the freight charge.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Set up the freight charge as a header condition.
- D. Set up condition type groups for the freight charge.

Answer: D

NEW QUESTION # 15
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. Origin and source of the partner function
- B. Address usage of the business partner
- C. Generic partner function
- D. Partner determination procedure

Answer: B,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 16
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Test Questions

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