

# SAP certification C\_P2W62\_2023 best exam questions and answers

**SAP Certification Exam. Questions And Answers**  
**2023 Update**

All marketing documents have tabs for Contents, Logistics, Accounting, and Attachments (T/F) - ANS-True

What is an easy way to assign a standard role based cockpit to a user?

- a. Use the Form Settings window to choose the Authorization Group
- b. Assign an Authorization Group to a User in the Users-Setup Window
- c. Select the Authorization Group in the Widget Gallery - ANS-b. Assign an Authorization Group to a User in the Users-Setup Window

What key can you press for Online Help?

- a. F3
- b. F1
- c. F2 - ANS-b. F1

SAP Business One can run in the cloud or on premise (T/F) - ANS-True

What is the Relationship Map?

- a. Tool to link business objects to create a query
- b. Graphical display of related documents
- c. Dashboard for viewing details for a business partner - ANS-b. Graphical display of related documents

A superuser is limited by license type and authorizations assigned (T/F) - ANS-False

Which cockpit widget type tracks progress towards objectives with color coding and trend arrows?

- a. Business Object Count
- b. Key Performance Indicator
- c. Pervasive Dashboard - ANS-b. Key Performance Indicator

What are some advantages of saving a document as a draft?  
There are 2 correct answers.

- a. Only draft documents can contain alternative item rows

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**SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample**

## Questions (Q12-Q17):

### NEW QUESTION # 12

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. Order item category
- C. Copying control
- D. Quotation type

Answer: C

### NEW QUESTION # 13

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. Profit center
- C. Sales organization
- D. Company code

Answer: C,D

### NEW QUESTION # 14

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- A. In the access sequence, set the partner function language for this text to "sold-to party".
- B. Assign the text determination procedure to the sales document type.
- C. Assign an appropriate text type to the sales document type.
- D. Include the text type with an appropriate access sequence in the text determination procedure.
- E. Ensure that the access sequence reads the sold-to party text first.

Answer: A,B,C

### NEW QUESTION # 15

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 condition type groups for the freight charge.
- D. Set up the freight charge as a header condition.

Answer: C

### NEW QUESTION # 16

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Item Relevant for Delivery indicator in the item category.
- B. You need to set up copying control in Logistics Execution System for the item category.
- C. You need to set up the item category as relevant for delivery-related billing.
- D. You need to set the Schedule Lines Allowed indicator in the item category.

**Answer: B,D**

## NEW QUESTION # 17

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