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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 2	<ul style="list-style-type: none">• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	<ul style="list-style-type: none">• 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 4	<ul style="list-style-type: none">• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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Sample Questions (Q55-Q60):

NEW QUESTION # 55

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The condition category for the discount condition type
- B. The item category usage provided by the ABAP code
- C. The item category group from the material master
- D. The item category of the higher-level item
- E. The material price group from the material master

Answer: A,C,D

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

NEW QUESTION # 56

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. Delivery requirements in material planning are updated.
- B. The billing document can now be created.
- C. The warehouse task status is set to complete.
- D. The document flow is updated.
- E. The overall status of the delivery is set to complete.

Answer: A,B,D

NEW QUESTION # 57

Which of the following is a characteristic of decision table processing as used in BRF+ output management?

- A. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- C. It is possible to maintain multiple condition column cells, but only one result column cell for each table row
- D. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.

Answer: B

Explanation:

A characteristic of decision table processing in BRF+ output management is:

B . It is possible to evaluate the content of condition column cells by using comparison operators or value ranges: This allows for flexible and complex decision-making logic based on the data entered into the decision table.

NEW QUESTION # 58

How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- A. Set up the dependent profitability segment for the value contract.
- B. Assign a sales item proposal to the value contract.
- C. Assign a product hierarchy to the value contract.
- D. Assign an assortment module to the value contract.

Answer: B,D

Explanation:

To manage which materials can be released for a value contract, you can:

- B . Assign a sales item proposal to the value contract: Item proposals can be used to suggest specific materials for inclusion in sales documents, including value contracts.
- C . Assign an assortment module to the value contract: Assortment modules define a group of materials that are allowed or restricted for a particular sales document, such as a value contract.

NEW QUESTION # 59

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text procedure assignment
- **B. Access sequence**
- C. Text determination procedure
- D. Text ID

Answer: B

Explanation:

The behavior regarding the copying of texts and subsequent changes is controlled by:

C . Access sequence: The access sequence in text determination defines where the system looks for texts and how it behaves when texts are changed after being copied to a document.

NEW QUESTION # 60

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