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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>• <b>Billing Process and Customizing:</b> This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Pricing and Condition Technique:</b> The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Managing Clean Core:</b> The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>

Topic 4	<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 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>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q53-Q58):

#### NEW QUESTION # 53

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

**Answer: A**

Explanation:

Shipping Process and Customizing

#### NEW QUESTION # 54

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid. How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Change condition transaction (transaction code VK12).
- C. Use the Create condition with template transaction (transaction code VK14).
- D. Use the Creation of Price Lists app.

**Answer: A,B**

Explanation:

D. Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A. Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

### NEW QUESTION # 55

Which decisions do you have to make when configuring a new delivery item category?

Note: There are 2 correct answers to this question.

- A. Whether a delivery should be split by warehouse number
- B. Whether the route should be redetermined
- C. Whether over-delivery is allowed
- D. Whether a storage location should be determined

**Answer: C,D**

Explanation:

When configuring a new delivery item category in SAP, among the decisions you have to make include:

C . Whether a storage location should be determined: Deciding on storage location determination is crucial because it affects where the system looks for inventory to fulfill the delivery. This setting can influence the logistics and efficiency of picking and packing processes.

D . Whether over-delivery is allowed: This decision determines if the system permits quantities in deliveries to exceed the ordered quantities. Allowing over-delivery can be useful in certain business scenarios, such as when delivering bulk products or accommodating for packaging constraints.

### NEW QUESTION # 56

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

**Answer: C,D,E**

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 # 57

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

**Answer: A**

### NEW QUESTION # 58

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