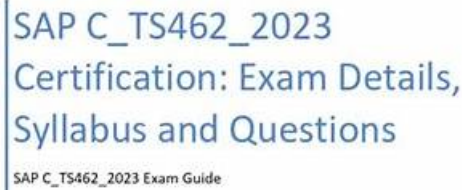


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 3	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
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	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 6	Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q13-Q18):

NEW QUESTION # 13

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- B. Sales group to sales office
- C. Plant to combination of sales organization and distribution channel
- D. Division to sales organization

Answer: C,D

Explanation:
Organizational Structures

NEW QUESTION # 14

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality?

Note: There are 2 correct answers to this question.

- A. Accuracy
- B. Efficiency
- C. Stability
- D. Timeliness

Answer: B,C

Explanation:
Managing Clean Core

NEW QUESTION # 15

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

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

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 # 16

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Shipping point
- B. MRP type
- C. Delivery type
- D. Higher-level item category
- E. Item category group

Answer: C,D,E

Explanation:

The delivery item category is determined using:

- A . Higher-level item category: This can influence the determination of sub-item categories in deliveries.
- C . Delivery type: This plays a direct role in how items within the delivery are categorized.
- E . Item category group: Defined in the material master, this influences the default item category in sales and delivery documents.

NEW QUESTION # 17

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?
Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Creation of Pricing Lists app.
- C. Use the Change condition (VK12) transaction.
- D. Use report COND_AV.

Answer: A,C

NEW QUESTION # 18

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