

SAP Exam C_TS462_2601 Fees - Authorized C_TS462_2601 Exam Reference and Perfect SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Valid Cram Materials



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SAP C_TS462_2601 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Pricing and Condition Technique	12% - 16%	- Pricing procedure determination - Calculation schema and requirements - Condition types and access sequences
Topic 2: Availability Check and Advanced ATP	8% - 12%	- Availability check rule and scope - Backorder processing - Advanced Available-to-Promise (aATP)
Topic 3: Sales Documents and Customizing	16% - 20%	- Copying control and outline agreements - Sales document types and item categories - Partner determination and text control - Schedule lines and incompletion log
Topic 4: Basic Functions and Cross-Functional Customizing	8% - 12%	- Free goods and material substitution - Output determination - Material determination and listing/exclusion
Topic 5: S/4HANA Innovations and Technologies	8% - 12%	- SAP Fiori UX for sales - Embedded analytics and reporting - Simplifications in S/4HANA Cloud Private Edition
Topic 6: Master Data	12% - 16%	- Material master - Condition records and agreements - Business partner and customer master
Topic 7: Billing and Integration	12% - 16%	- Rebate processing and settlement - Billing document types and control - Account determination and FI integration
Topic 8: Organizational Structures	8% - 12%	- Assignments of organizational units - Enterprise structure in sales and distribution
Topic 9: Sales and Shipping Process	12% - 16%	- Order-to-delivery process - Delivery document types and picking - Goods issue and inventory integration

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q198-Q203):

NEW QUESTION # 198

CHALLENGE 1; Customer Role Readiness for Showroom Order Capture A showroom user enters an order for a trade customer using an alternate ship-to location. The order can be saved, but downstream behavior differs from the same customer's standard showroom order.

Which validation action best supports the cutover rehearsal before delivery scheduling is analyzed?

Response:

- A. elase the order to warehouse planning and use the delivery result to confirm customer master readiness.
- **B. alidate the customer's Business Partner roles, sales-area data, and ship-to assignment for the affected order flow.**
- C. reate a temporary sales document type for trade customers so the order can follow a separate process.
- D. aintain promotional pricing first because the trade-customer price determines whether the ship-to location is valid.

Answer: B

Explanation:

Feedback:

The scenario points to customer role and ship-to readiness as an upstream dependency before delivery scheduling can be trusted. Validating Business Partner roles, sales-area data, and ship-to assignment confirms whether the order can follow the intended process path.

NEW QUESTION # 199

A regional facility-maintenance supplier is validating SAP S/4HANA Sales during a mixed SAP S/4HANA Cloud Private Edition and retained on-premise rollout. A newly introduced priority-replacement order flow saves successfully and appears in document flow. During execution validation, only the priority-replacement items remain in an earlier processing state, while standard items in the same order progress normally. The visible artifact is an item-level follow-on status mismatch after order save rather than a failed sales document creation.

Sales operations wants the priority flow released without a user-driven item closure step. The constraint is to preserve the standard order-to-follow-on process and correct only the configuration behavior that controls progression for priority-replacement items.

Which validation step best addresses the priority-replacement item status mismatch?

Response:

- **A. alidate the priority-replacement process configuration and item-level follow-on control so affected items are assigned the intended execution behavior.**
- B. dd a billing block so commercial processing waits until users review the item status.
- C. dd a manual completion instruction so users can close priority-replacement items after document flow is created.
- D. hange the customer sales area data so priority-replacement customers receive a different processing default during order entry.

Answer: A

Explanation:

Feedback:

This addresses the configuration layer where the priority-replacement item behavior is bound to follow-on execution. Since order save and document flow are successful, item-level control must support the intended status transition during execution validation.

NEW QUESTION # 200

A commercial security systems reseller is validating SAP S/4HANA Sales billing during a phased private-cloud rollout. A new maintenance-credit flow creates the sales order and billing document successfully, but the billing calculation does not reflect the intended credit condition. The visible artifact is a completed billing document where the commercial value follows the base item calculation only.

Finance wants the process released only if the billing result is repeatable without manual value correction. The constraint is to preserve standard billing creation while ensuring the maintenance-credit condition is retrieved during billing calculation in the transition landscape.

Which validation step best addresses the missing maintenance-credit condition?

Response:

- A. Add a manual billing correction step so finance users can enter the maintenance-credit value after billing is created.
- **B. validate the pricing configuration and condition determination inputs for the maintenance-credit flow so the expected condition is retrieved before billing calculation.**
- C. Change the delivery completion rule so billing waits until logistics confirms that all items are fully processed.
- D. Create a separate customer record for maintenance-credit customers so commercial values are isolated from standard sales processing.

Answer: B

Explanation:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The maintenance-credit condition depends on configured condition inputs being available before the billing document calculates commercial values.

NEW QUESTION # 201

A regional building-systems supplier is validating SAP S/4HANA Sales after introducing a new sales area for project-retrofit accounts in SAP S/4HANA Cloud Private Edition while retaining an on-premise sales structure. Orders can be entered with the new sales context, but item validation before follow-on execution shows that the organizational interpretation is incomplete. The visible artifact is that header-level entry accepts the selected context, while item processing does not consistently recognize the intended sales organization, distribution channel, and division relationship.

The implementation team must not change customer records, material records, or the sales order type because they remain valid in the retained structure. The constraint is to correct the organizational binding so project-retrofit orders can use the standard sales process.

Which validation step best resolves the organizational interpretation inconsistency?

Response:

- A. Add a manual release step so users can approve project-retrofit orders before downstream execution.
- B. Extend the materials to another plant so the order can use an established logistics path during follow-on processing.
- **C. validate the enterprise structure assignments so the new sales area is consistently bound to the relevant execution context before item validation.**
- D. Change the sales document type so orders using the new sales context bypass item-level organizational validation.

Answer: C

Explanation:

Feedback:

This resolves the issue at the enterprise structure configuration layer. The new sales area must be consistently assigned before item validation can interpret the order for standard execution.

NEW QUESTION # 202

A regional field-service equipment reseller is validating SAP S/4HANA Sales billing during an incremental move to SAP S/4HANA Cloud Private Edition. A new inspection-fee sales flow creates the sales order and billing document successfully, but the billing calculation omits the intended inspection-fee condition. The visible artifact is a completed billing document where the commercial value reflects only the base item calculation.

Finance requires repeatable billing behavior before release because the flow will operate during private-cloud and retained on-premise coexistence. The constraint is to preserve standard billing creation while ensuring the inspection-fee condition is retrieved during billing calculation without manual invoice correction.

Which validation step best addresses the missing inspection-fee condition?

Response:

- A. hange the delivery completion rule so billing waits until logistics confirms that all items are fully processed.
- B. dd a manual billing correction step so finance users can enter the inspection-fee value after billing is created.
- C. reate a separate customer record for inspection-fee customers so commercial values are isolated from standard sales processing.
- **D. alidate the pricing configuration and condition determination inputs for the inspection-fee flow so the expected condition is retrieved before billing calculation.**

Answer: D

Explanation:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The inspection-fee condition depends on configured condition inputs being available before the billing document calculates commercial values.

NEW QUESTION # 203

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