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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

Topic 2	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 3	Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Validity period
- B. Calculation type
- C. Quantity
- D. Scale

Answer: A,B

NEW QUESTION # 11

The delivering plant should be determined automatically for a sales order item.

Which Master Data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Material master
- C. Material determination
- D. Sold-to party
- E. Customer material info record

Answer: B,D,E

Explanation:

Sales Process and Analytics

NEW QUESTION # 12

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Gain
- B. Drop
- C. Obtain
- D. Redistribute
- E. Fill

Answer: A,D,E

Explanation:

Sales Process and Analytics

NEW QUESTION # 13

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Index indicator for condition type K029.
- **B. You need to set up condition type K029 as a group condition.**
- C. You need to set up condition type K029 as a header condition.
- D. You need to set the Condition Update indicator for condition type K029.

Answer: B

NEW QUESTION # 14

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Division
- B. Distribution channel
- C. Distribution chain.
- **D. Warehouse number**

Answer: D

NEW QUESTION # 15

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