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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 2	<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 3	<ul style="list-style-type: none"> • Sales Documents: This topic covers the explanation and performance of tasks related to sales document customization, including pricing and condition techniques. It also encompasses the shipping process and its associated customization settings.
Topic 4	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 5	<ul style="list-style-type: none"> • Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q57-Q62):

NEW QUESTION # 57

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

Answer: A,C

Explanation:

Shipping Process and Customizing

NEW QUESTION # 58

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need an billing item category that is configured to be billing relevant.
- **D. You need an order item category that is configured to be billing relevant.**

Answer: D

Explanation:

A prerequisite for billing is:

C . You need an order item category that is configured to be billing relevant: This ensures that items in the order can be included in the billing document based on their category configuration.

NEW QUESTION # 59

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- **A. Billing type for cancellation**
- B. Reference mandatory indicator
- **C. Item number increment**
- D. Default delivery type for billing

Answer: A,C

Explanation:
Billing Process and Customizing

NEW QUESTION # 60

Which of the following is a use case for a billing plan type?

- A. Settlement management
- B. Invoice lists
- C. Convergent billing
- **D. Milestone billing**

Answer: D

Explanation:
A use case for a billing plan type includes:
A . Milestone billing: This allows for billing based on the completion of certain milestones in a project or delivery schedule.

NEW QUESTION # 61

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.
Which of the following SAP Signavio solutions can be used for the remodeling?

- **A. SAP Signavio Process Manager**
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Insights
- **D. SAP Signavio Process Governance**

Answer: A,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 62

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