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SAP

C_TS462_2023 Exam

**SAP Certified Associate - SAP S/4HANA Cloud Private Edition,
Sales**

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	<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 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none"> Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
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.
Topic 6	<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 7	<ul style="list-style-type: none"> Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q50-Q55):

NEW QUESTION # 50

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. SOAP
- B. OData
- C. IDoc
- D. RFC

Answer: A,B

NEW QUESTION # 51

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. There is no longer a need for Extract, Transform, and Load (ETL) activities.
- B. OLTP now runs on the data sets provided by OLAP.
- C. OLAP now uses real-time data.
- D. OLAP now uses its own set of aggregated data.

Answer: A,C

Explanation:

Direct results of combining OLTP and OLAP on a single platform in SAP S/4HANA include:

B . OLAP now uses real-time data: With SAP S/4HANA, analytical processes can access live transactional data, enabling real-time insights.

D . There is no longer a need for Extract, Transform, and Load (ETL) activities: Since the same system is used for both OLTP and OLAP, data does not need to be moved between systems, reducing the need for ETL processes.

NEW QUESTION # 52

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

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

Answer: B,D

NEW QUESTION # 53

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

Answer: B,C

NEW QUESTION # 54

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. Icons and colors are used in the app to represent different types of issues.
- B. **The app allows a user to monitor sales orders in critical stages and efficiently address issues.**
- C. The app shows cost simulations for all possible order fulfillment scenarios.
- D. **The process flow can be used to directly resolve issues as quickly as possible.**

Answer: B,D

Explanation:

Sales Process and Analytics

NEW QUESTION # 55

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