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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q20-Q25):

NEW QUESTION # 20

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- B. Business partner role
- **C. Business partner grouping**
- D. Business partner category

Answer: C

Explanation:

Number ranges for business partner numbers are defined at the business partner grouping level, which determines how business partners are categorized and numbered in the system.

NEW QUESTION # 21

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. The status of a document is predicted using artificial intelligence (AI) algorithms.
- B. Issue solving is supported by a wizard based on machine learning (ML).
- **C. Color coding is used to indicate the status of a document.**
- **D. The process flow supports direct navigation to applications that can be used to solve problems.**

Answer: C,D

Explanation:

Characteristics of the process flow in SAP S/4HANA include:

B . The process flow supports direct navigation to applications that can be used to solve problems: This helps users to quickly resolve issues by accessing the relevant applications directly from the process flow.

C . Color coding is used to indicate the status of a document: Visual cues like color coding help users quickly understand the status and health of documents in the process flow.

NEW QUESTION # 22

To which elements do you assign a partner determination procedure? Note: There are 2 correct answers to this question.

- **A. Account group**
- **B. Delivery type**
- C. Delivery item category
- D. Business partner category

Answer: A,B

Explanation:

A partner determination procedure is assigned to:

C . Account group: This determines how partners are identified and managed within different account groups in the system.

D . Delivery type: This defines how partners are involved in the delivery processes and what roles they play.

NEW QUESTION # 23

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Pricing reports
- C. Price lists
- D. Listing

Answer: A,B

Explanation:

To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the "Manage Prices - Sales" app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

NEW QUESTION # 24

You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

- A. The material master data
- B. The sales organization
- C. The higher-level item
- D. The customer master data

Answer: A,C

Explanation:

When determining the item category in a sales document, consider:

B . The material master data: The item category group from the material master influences the determination process.

C . The higher-level item: For sub-items, the item category can be influenced by the category of the higher-level item.

NEW QUESTION # 25

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