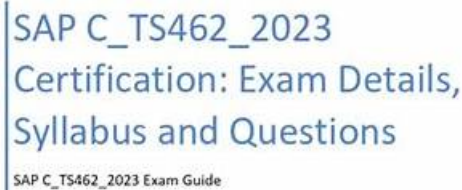


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

Topic 4	<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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q22-Q27):

NEW QUESTION # 22

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign a shipping point to multiple plants.
- B. Assign multiple plants to one company code.
- C. Assign a plant to multiple sales organizations/distribution channels.
- D. Assign multiple loading points to a plant.
- E. Assign multiple distribution channels to one company code.

Answer: A,B,C

NEW QUESTION # 23

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The material price group from the material master
- B. The item category of the higher-level item
- C. The condition category for the discount condition type
- D. The item category group from the material master
- E. The item category usage provided by the ABAP code

Answer: B,C,D

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

NEW QUESTION # 24

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. IDoc
- C. OData
- D. RFC

Answer: A,C

NEW QUESTION # 25

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct answers to this question.

- **A. Company code**
- B. Profit center
- **C. Sales organization**
- D. Business area

Answer: A,C

Explanation:

Organizational Structures

NEW QUESTION # 26

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

Answer: B,C

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 # 27

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