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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 7	<ul style="list-style-type: none"><li>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.</li></ul>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q20-Q25):

#### NEW QUESTION # 20

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. Customer hierarchy
- B. Business partner category
- C. Preceding condition contract
- D. General value contract

**Answer: A,C**

Explanation:

The origin of a partner in a sales order can be:

B . Customer hierarchy: Partners can be determined based on their position in a customer hierarchy, which organizes customers in a tree-like structure.

D . Preceding condition contract: Partners can be inherited from a condition contract, which is a type of agreement specifying conditions like prices or discounts for a set of customers.

#### NEW QUESTION # 21

You want to ensure that only complete sales documents can be saved.

How can you achieve this?

- A. Activate the General option in status groups used in checks for sales document header fields.
- B. Assign an incompleteness procedure to all schedule line categories used in sales.
- C. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.
- D. Set the No Change Possible flag in the partner determination procedure of the sold-to party.

**Answer: C**

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

#### NEW QUESTION # 22

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

**Answer: C,D**

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 # 23

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Plant
- B. **Shipping point**
- C. Distribution channel
- D. Warehouse number

**Answer: B**

### NEW QUESTION # 24

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and distribution channel.
- B. **It is linked to a combination of plant and storage location.**
- C. It is linked to a combination of plant and shipping point.
- D. It is linked to a combination of sales area and plant.

**Answer: B**

### NEW QUESTION # 25

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