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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 3	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 5	• 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 6	• 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 7	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q42-Q47):

NEW QUESTION # 42
What must every condition record contain?
Note: There are 2 correct answers to this question.

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

Answer: A,B

Explanation:
Every condition record in SAP must contain:
D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.
C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.
While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 43
How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use multi-address handling.
- B. Use business partner roles.
- C. Use customer-vendor integration.
- D. Use the common master data concept.

Answer: C,D

Explanation:
To reduce the maintenance effort for customer master data, you can:
A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.
D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NEW QUESTION # 44
A new plant has been defined in your SAP S/4HANA system.
To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Warehouse number
- B. Distribution chain.
- C. Distribution channel
- D. Division

Answer: B

NEW QUESTION # 45
Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Transportation group
- C. Loading group
- D. Material freight group

Answer: B

Explanation:
The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

NEW QUESTION # 46
Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Debit memo request
- B. Returns order
- C. Invoice correction request
- D. Invoice cancellation

Answer: C,D

NEW QUESTION # 47
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