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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	• 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 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	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

NEW QUESTION # 55
Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Plant
- B. Loading group
- C. Sales document type
- D. Shipping conditions
- E. Transportation group

Answer: A,B,E

Explanation:
The shipping point determination uses the following fields:
A . Transportation group: Defined in the material master and used for shipping logistics.
B . Plant: Where the goods are produced or stored, crucial for determining the shipping point.
C . Loading group: Also defined in the material master, indicates how the product is to be loaded, affecting the choice of shipping point.

NEW QUESTION # 56
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. Distribution chain.
- B. Distribution channel
- C. Division
- D. Warehouse number

Answer: D

NEW QUESTION # 57
Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

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

Answer: B,D

Explanation:
Documents that can only be created with reference to a billing document include:
C . Invoice cancellation: This action reverses a previously issued invoice.
D . Invoice correction request: This document is used to correct quantities or prices in a billing document after it has been issued.

NEW QUESTION # 58
Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Item Relevant for Delivery indicator in the item category.
- B. You need to set up copying control in Logistics Execution System for the item category.
- C. You need to set the Schedule Lines Allowed indicator in the item category.
- D. You need to set up the item category as relevant for delivery-related billing.

Answer: A,B

Explanation:
Required settings to deliver a product include:
B . You need to set up copying control in Logistics Execution System for the item category: This determines how data is transferred from sales to delivery documents.
D . You need to set the Item Relevant for Delivery indicator in the item category: This specifies that items of this category should be included in deliveries.

NEW QUESTION # 59
Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You use preliminary billing documents for the invoice list creation.
- B. You must send the payer a single invoice list instead of the individual invoices.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You must set up a periodic billing plan for the invoice list creation.

Answer: B,C

NEW QUESTION # 60
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