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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>
Topic 2	<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 3	<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 4	<ul style="list-style-type: none"><li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 5	<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>

Topic 6	<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 7	<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 8	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q17-Q22):

#### NEW QUESTION # 17

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Sales order item category
- B. Shipping conditions
- C. Sales order type**
- D. Shipping point

**Answer: C**

#### NEW QUESTION # 18

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

**Answer: C,D,E**

Explanation:

Possible organizational structure assignments include:

B . Assign multiple loading points to a plant: A plant can have several loading points, which are places within the plant from where goods are loaded for shipping.

C . Assign multiple plants to one company code: Multiple plants can operate under the same company code, representing legal and accounting entities.

E . Assign a shipping point to multiple plants: A shipping point, the place where goods are shipped from, can serve multiple plants, facilitating centralized distribution.

### NEW QUESTION # 19

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ship-to party (SH)
- B. Sold-to party (SP)
- C. Ordering party (1)
- D. Invoicing party (11)

**Answer: A,B**

Explanation:

Master Data

### NEW QUESTION # 20

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Address usage of the business partner
- B. Origin and source of the partner function
- C. Partner determination procedure
- D. Generic partner function

**Answer: A,C**

### NEW QUESTION # 21

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain shifts defining the times for starting and ending work.
- B. Assign a shift sequence to the working times.
- C. Assign a set of working times to the shipping point.
- D. Maintain the transit time in the route in hours and minutes.
- E. Assign a set of working times to the plant.

**Answer: C,D,E**

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

### NEW QUESTION # 22

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