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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
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"> Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	<ul style="list-style-type: none"> 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.
Topic 5	<ul style="list-style-type: none"> Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15

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. RFC
- D. OData

Answer: A,D

NEW QUESTION # 16

You want to evaluate sales discount condition records.
Which tool can you use? Note: There are 2 correct answers to this question.

- A. Pricing reports
- B. Listing
- C. Price lists
- D. Manage Prices - Sales app

Answer: C,D

NEW QUESTION # 17

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

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

Answer: A,C

Explanation:

In a sales document using multiple address handling, address determination can be configured at:

A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.

D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 18

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note:

There are 2 correct answers to this question.

- A. Timeliness
- **B. Stability**
- C. Accuracy
- **D. Efficiency**

Answer: B,D

NEW QUESTION # 19

You want to be able to create and goods issue an outbound delivery for a stock material.

What settings should you make? Note: There are 3 correct answers to this question.

- **A. Set the schedule line category to be relevant for delivery.**
- B. Define the goods movement type in the delivery item category.
- **C. Activate schedule lines allowed in the order item category.**
- D. Set the order item category to be relevant for delivery.
- **E. Define the goods movement type in the schedule line category.**

Answer: A,C,E

Explanation:

Shipping Process and Customizing

NEW QUESTION # 20

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