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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 2	<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 3	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 4	<ul style="list-style-type: none">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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.
Topic 6	<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 7	<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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app? Note: There are 2 correct answers to this question.

- With the app, a user can block the automatic posting of billing documents.
- B. With transaction VF04, a user can cancel a collective billing run.**
- With the app, a user can set default billing blocks for sales documents.
- D. With transaction VF04, a user can simulate the creation of multiple billing documents.**

Answer: B,D

Explanation:

Differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app include:

B . With transaction VF04, a user can simulate the creation of multiple billing documents: This feature allows users to preview the results of the billing run without actually generating the documents.

C . With transaction VF04, a user can cancel a collective billing run: This functionality provides users with the option to undo a billing run if necessary, which might not be directly available in the Fiori app.

NEW QUESTION # 11

What must every condition record contain?

Note: There are 2 correct answers to this question.

- Calculation type
- B. Validity period**
- C. Quantity**
- Scale

Answer: B,C

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 # 12

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. Generic partner function
- C. Partner determination procedure
- D. Origin and source of the partner function

Answer: A,C

Explanation:

Basic Functions (customizing)

NEW QUESTION # 13

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Quotation type
- C. Order type
- D. Order item category

Answer: A

Explanation:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

NEW QUESTION # 14

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app Note: There are 2 correct answers to this question.

- A. With transaction VF04, a user can generate a log for the collective run.
- B. With the app, a user can block the automatic posting of billing documents.
- C. With transaction VF04, a user can cancel a collective billing run.
- D. With the app, a user can set default billing blocks for sales documents.

Answer: A,B

Explanation:

Billing Process and Customizing

NEW QUESTION # 15

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