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

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 5	<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>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q31-Q36):

### NEW QUESTION # 31

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. Division
- C. Sales organization
- D. Distribution channel

### Answer: A

Explanation:

To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:

C . Distribution chain

In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods

### NEW QUESTION # 32

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

Explanation:  
Managing Clean Core

### NEW QUESTION # 33

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Shipping point
- B. Warehouse number
- C. Plant
- D. Distribution channel

**Answer: A**

### NEW QUESTION # 34

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. An appropriate reason for rejection must be assigned to the original sales order item
- B. The Billing Block field in the credit memo request must be empty.
- C. The billing document of the original customer invoice must be cancelled.
- D. Copying control must exist between the sales document and the billing document.

**Answer: A,B**

### NEW QUESTION # 35

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

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

**Answer: B,D**

### NEW QUESTION # 36

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One of the biggest challenges of preparing for a SAP C\_TS462\_2023 certification exam is staying motivated. It is easy to get bogged down by all the material you need to learn and lose sight of your goal. That is why our SAP C\_TS462\_2023 PDF and practice tests are designed to be engaging and easy to understand.

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