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SAP C_P2W62_2023 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Master data	<= 10%	- Business Partner (Customer) - Material Master - Customer Material Info Record
Topic 2: Managing Clean Core	<= 10%	- Integration and API management - Extensibility options - Clean Core principles for Sales
Topic 3: Pricing and condition technique	11% - 20%	- Pricing procedure determination - Condition types, tables, and access sequences
Topic 4: Billing process and customizing	<= 10%	- Billing types and cancellation - Account determination - Billing document creation
Topic 5: Basic Functions (customizing)	<= 10%	- Partner determination - Text determination - Output determination
Topic 6: Shipping process and customizing	11% - 20%	- Delivery document creation and processing - Picking, packing, and goods issue - Shipping point determination
Topic 7: Sales documents (customizing)	11% - 20%	- Customization of sales document types - Document flow and copying control - Item categories and schedule line categories
Topic 8: Organizational Structures	<= 10%	- Organizational units in Sales - Assignment of organizational units
Topic 9: Sales Process and Analytics	11% - 20%	- Analytics for Sales - Standard sales order processing - Enterprise Reporting in SAP S/4HANA Cloud Private Edition

Pass Guaranteed SAP - C_P2W62_2023 - SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Perfect Free Sample Questions

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- C. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- D. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.

Answer: D

NEW QUESTION # 12

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account. Which setting causes this behavior?

- A. Header condition
- B. Condition function
- C. Exclusion indicator
- D. Condition class

Answer: D

NEW QUESTION # 13

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Shipping point
- B. Higher-level item category
- C. Delivery type
- D. MRP type
- E. Item category group

Answer: B,C,E

NEW QUESTION # 14

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Shipping point
- B. Material group
- C. Route
- D. Ship-to party
- E. Plant

Answer: A,C,E

NEW QUESTION # 15

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. ALE
- B. Print
- C. Fax
- D. XML
- E. E-mail

Answer: B,C,E

NEW QUESTION # 16

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