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SAP C_TS462_2021
Certification Exam
Questions and Answers PDF
SAP C_TS462_2021 Exam Guide

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SAP C_TS462_2601 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Basic Functions (Customizing)	8–12%	- Output management, incompleteness log - Credit management, account determination
Topic 2: Pricing and Condition Technique	11–20%	- Pricing procedures, scales, discounts, surcharges - Condition tables, access sequences, condition types
Topic 3: Shipping Process and Customizing	11–20%	- Availability check, goods issue, document flow - Delivery types, shipping points, routes
Topic 4: Billing Process and Customizing	8–12%	- Billing document types, copy control - Invoice creation, cancellation, integration with FI
Topic 5: Sales Process and Analytics	8–12%	- End-to-end sales processes - Fiori analytics and reporting - Special processes: returns, consignment, contracts
Topic 6: Master Data	8–12%	- Customer, material, condition records - Partner functions, material listing/exclusion

Topic 7: Sales Documents (Customizing)	11–20%	- Set up copy control, text & output determination - Define document types, item categories, schedule lines
Topic 8: Managing Clean Core & Integration	< 10%	- Cloud clean core principles - Integration with Finance, Logistics
Topic 9: Organizational Structures	8–12%	- Sales area, distribution channel, division - Plant, sales office, sales group assignment

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C_TS462_2601 - SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Latest Lead2pass

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q188-Q193):

NEW QUESTION # 188

A regional test-equipment reseller is validating SAP S/4HANA Sales billing during an incremental move to SAP S/4HANA Cloud Private Edition. A newly configured equipment-care sales flow creates the sales order and billing document successfully, but the billing calculation omits the intended care-plan condition. The visible artifact is a completed billing document where the commercial value reflects only the base item calculation.

Finance requires repeatable billing behavior before release because the flow will operate during private-cloud and retained on-premise coexistence. The constraint is to preserve standard billing creation while ensuring the care-plan condition is retrieved during billing calculation without manual value correction.

Which validation step best addresses the missing care-plan condition?

Response:

- A. hange the delivery completion rule so billing waits until logistics confirms that all items are fully processed.
- **B. alidate the pricing configuration and condition determination inputs for the equipment-care flow so the expected condition is retrieved before billing calculation.**
- C. dd a manual billing correction step so finance users can enter the care-plan value after billing is created.
- D. reate a separate customer record for equipment-care customers so commercial values are isolated from standard sales processing.

Answer: B

Explanation:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The care-plan condition depends on configured condition inputs being available before the billing document calculates commercial values.

NEW QUESTION # 189

A subscription equipment seller is validating SAP S/4HANA Sales billing during a mixed SAP S/4HANA Cloud Private Edition and on-premise rollout. A newly configured periodic service-charge flow creates the sales order and billing document successfully, but the invoice output does not include the intended recurring charge condition. The visible artifact is a completed billing document with a commercial value that reflects only the base item amount.

Finance wants the process released only if billing calculation is repeatable without user correction. The constraint is to preserve standard billing creation while ensuring the new service-charge flow retrieves the intended pricing condition during billing.

Which action best resolves the missing recurring charge in billing?

Response:

- A. validate the pricing configuration and condition determination inputs for the service-charge flow so the recurring charge is retrieved before billing calculation.
- B. add a manual billing note so finance users can identify invoices that require the recurring charge after billing is created.
- C. create a separate customer record for subscription customers so recurring pricing can be isolated from standard sales processing.
- D. change the delivery completion rule so billing occurs only after logistics confirms that the service item is fully processed.

Answer: A

Explanation:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The recurring charge depends on the relevant pricing procedure and condition inputs being available before the billing document calculates the commercial value.

NEW QUESTION # 190

CHALLENGE 3 Delivery Scheduling Control for Central Warehouse Waves A sales order for a promotional bundle is complete at entry, but the warehouse delivery proposal does not match the expected timing for available stock. Sales managers want immediate customer confirmation.

Which validation best distinguishes confirmed delivery readiness from order-entry completeness?

Response:

- A. remove availability confirmation for promotional bundles so store users can promise delivery faster.
- B. check confirmed quantities and confirmed delivery dates before releasing the order to outbound delivery processing.
- C. confirm that the order header is complete and allow the warehouse to adjust the delivery wave manually.
- D. create the billing document first and use the invoice date to determine the delivery timing.

Answer: B

Explanation:

Feedback:

The scenario requires delivery release to follow confirmed quantity and date readiness, not only order-entry completeness. This protects warehouse planning while still allowing confirmed orders to move efficiently.

NEW QUESTION # 191

CHALLENGE 1 Manufacturing Customer Sales Area and Ship-To Readiness Account teams want project orders entered quickly even when plant-level ship-to data requires correction. The template owner wants later plant rollouts to reuse the same customer structure without recurring fixes.

What is the best decision?

Response:

- A. require payer and ship-to readiness for affected manufacturing customers while avoiding a broad block on catalog orders.
- B. replace plant-level ship-to records with a default regional address so project orders can be entered faster.
- C. lock all customer orders until every manufacturing and logistics-provider account has been reviewed.
- D. allow order entry and let billing users correct ship-to and payer data after delivery completion.

Answer: A

Explanation:

Feedback:

This balances order-entry speed with targeted master data readiness for affected manufacturing customers. It protects the reusable customer structure without slowing catalog orders that already behave consistently.

NEW QUESTION # 192

A regional scientific consumables supplier is preparing SAP S/4HANA Sales for a mixed SAP S/4HANA Cloud Private Edition and retained on-premise transition. A converted consortium customer is selectable as the sold-to party, and orders save correctly in the legacy-aligned sales area. In a newly activated sales area, the same business partner can be selected, but the expected payer and delivery-priority proposals are not derived during order entry. The visible artifact is an active customer relationship with proposal values available in one sales context but incomplete in the new one.

The project team must keep one shared business partner identity because the consortium will transact across both retained and new sales operations. The constraint is to restore standard proposal behavior without duplicating the customer or changing the sales document type.

What should the consultant validate first to correct the missing proposal values?

Response:

- A. Change the sales document type so payer and delivery-priority proposals are no longer required during order creation.
- B. Add an order-entry instruction so users manually enter the payer and delivery priority whenever the new sales area is selected.
- **C. Validate the business partner customer role and sales-area-specific partner and shipping data so the required proposal values are available during order processing.**
- D. Create a separate customer record for the new sales area so payer and delivery-priority values can be maintained independently.

Answer: C

Explanation:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but the relevant customer role and sales-area-specific values must be maintained so proposal data can be derived consistently.

NEW QUESTION # 193

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