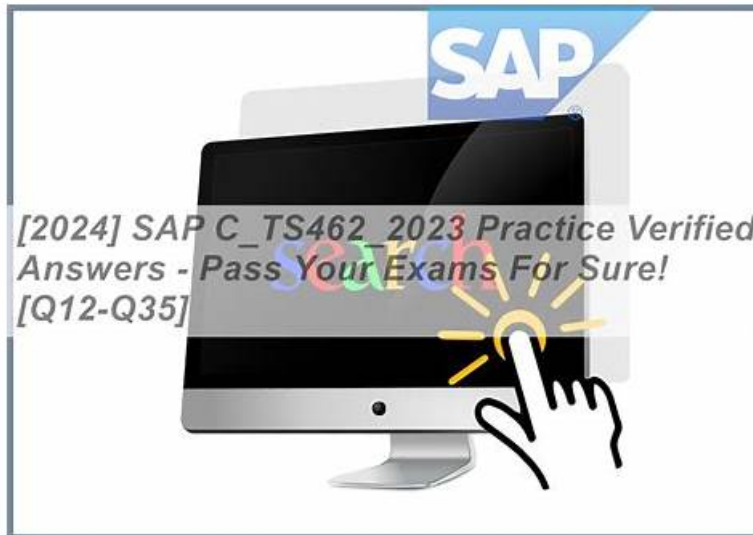


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### SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>• <b>Basic Functions (Customizing):</b> It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Shipping Process and Customizing:</b> 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>• <b>Sales Process and Analytics:</b> Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li> </ul>

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

### NEW QUESTION # 11

You want to ensure that only complete sales documents can be saved.  
How can you achieve this?

- A. Activate the General option in status groups used in checks for sales document header fields.
- B. Set the No Change Possible flag in the partner determination procedure of the sold-to party.
- **C. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.**
- D. Assign an incompleteness procedure to all schedule line categories used in sales.

**Answer: C**

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

### NEW QUESTION # 12

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The app shows cost simulations for all possible order fulfillment scenarios.
- **B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.**
- C. The process flow can be used to directly resolve issues as quickly as possible.
- **D. Icons and colors are used in the app to represent different types of issues.**

**Answer: B,D**

Explanation:

Features of the Sales Order Fulfillment Issues app include:

A . The app allows a user to monitor sales orders in critical stages and efficiently address issues: This helps in quickly identifying and resolving issues that can delay order processing.

C . Icons and colors are used in the app to represent different types of issues: This visual representation helps users quickly understand the nature and severity of issues.

### NEW QUESTION # 13

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The material price group from the material master
- **B. The condition category for the discount condition type**
- **C. The item category of the higher-level item**
- D. The item category usage provided by the ABAP code
- **E. The item category group from the material master**

**Answer: B,C,E**

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

- A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.
- C . The item category group from the material master: This influences how the material is processed in sales documents.
- D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

#### NEW QUESTION # 14

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type
- B. Condition type groups
- C. Condition category
- D. Condition record

**Answer: A,D**

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

#### NEW QUESTION # 15

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- B. You must send the payer a single invoice list instead of the individual invoices.
- C. You use preliminary billing documents for the invoice list creation.
- D. You must create an invoice list at specified time intervals or on specific dates.

**Answer: B,D**

Explanation:

Billing Process and Customizing

#### NEW QUESTION # 16

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