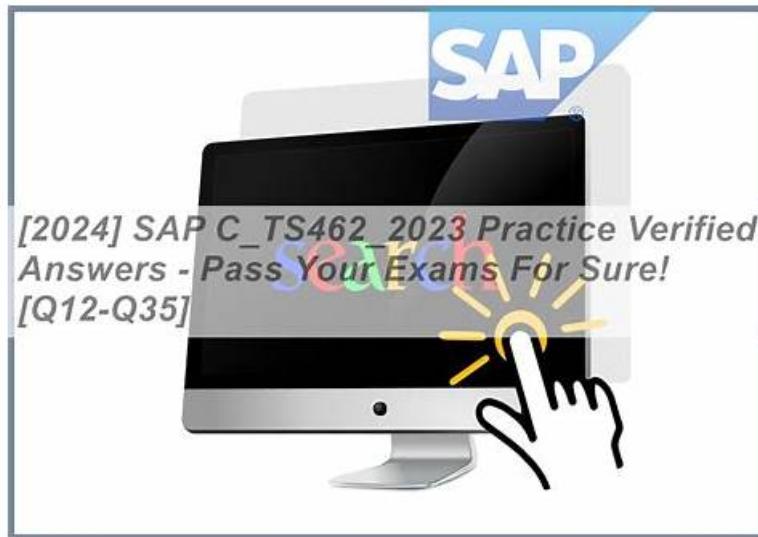


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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>
Topic 2	<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 3	<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 4	<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>
Topic 5	<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 6	<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>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q29-Q34):

### NEW QUESTION # 29

To which elements do you assign a partner determination procedure? Note: There are 2 correct answers to this question.

- A. Delivery type**
- B. Delivery item category
- C. Business partner category
- D. Account group**

**Answer: A,D**

Explanation:

A partner determination procedure is assigned to:

C . Account group: This determines how partners are identified and managed within different account groups in the system  
 D . Delivery type: This defines how partners are involved in the delivery processes and what roles they play.

### NEW QUESTION # 30

You want to change the default description of a specific condition type for selected condition records.

How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use report COND\_AV.
- B. Use the Change condition (VK12) transaction.**
- C. Use the Manage Prices - Sales app.**
- D. Use the Creation of Pricing Lists app.

**Answer: B,C**

Explanation:

Pricing and condition technique

### NEW QUESTION # 31

You save a sales order and receive a system message that a business partner of a specific partner function is missing.

Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ordering party (1)
- B. Ship-to party (SH)**
- C. Sold-to party (SP)**
- D. Invoicing party (11)

**Answer: B,C**

## NEW QUESTION # 32

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 document of the original customer invoice must be cancelled.
- C. The Billing Block field in the credit memo request must be empty.
- D. Copying control must exist between the sales document and the billing document.

**Answer: A,C**

## NEW QUESTION # 33

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. OData
- B. IDoc
- C. SOAP
- D. RFC

**Answer: A,C**

Explanation:

Managing Clean Core

## NEW QUESTION # 34

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