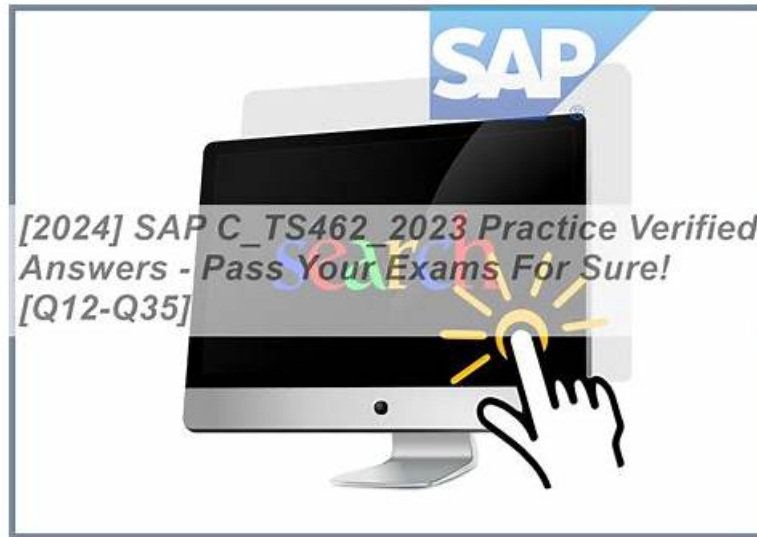


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 2	<ul style="list-style-type: none">• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

Topic 3	<ul style="list-style-type: none"> • Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	<ul style="list-style-type: none"> • Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 6	<ul style="list-style-type: none"> • Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

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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