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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 4	• 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 5	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 6	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 7	• Sales Documents: This topic covers the explanation and performance of tasks related to sales document customization, including pricing and condition techniques. It also encompasses the shipping process and its associated customization settings.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q51-Q56):

NEW QUESTION # 51
Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

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

Answer: A,B,C

NEW QUESTION # 52
You want to ensure that only complete sales documents can be saved.
How can you achieve this?

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

Answer: B

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 # 53

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Order type
- C. Quotation type
- D. Order item category

Answer: A

Explanation:
Shipping Process and Customizing

NEW QUESTION # 54

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain shifts defining the times for starting and ending work.
- B. Assign a shift sequence to the working times.
- C. Assign a set of working times to the shipping point.
- D. Assign a set of working times to the plant.
- E. Maintain the transit time in the route in hours and minutes.

Answer: A,C,D

NEW QUESTION # 55

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing plan
- B. Invoicing list scheduling
- C. Billing address
- D. Payment terms

Answer: B,D

Explanation:
Master Data

NEW QUESTION # 56
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