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SAP C_TS462_2023
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Syllabus and Questions

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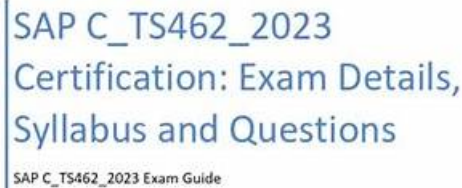
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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.
Topic 3	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 4	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 6	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q43-Q48):

NEW QUESTION # 43
Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Create delivery group
- B. Delivery relevance
- C. Structure scope
- D. Goods movement type

Answer: B,D

Explanation:
When configuring a schedule line category, the controls you can set include:
B . Delivery relevance: This determines whether the schedule line and thus the item are relevant for delivery, affecting the generation of delivery documents.
C . Goods movement type: This controls the type of goods movement that will be posted when delivery for items in this schedule line category is executed, impacting inventory management.

NEW QUESTION # 44
You normally include multiple sales orders in your outbound deliveries.
Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Shipping point
- C. Material group
- D. Ship-to party
- E. Plant

Answer: A,B,D

Explanation:
Shipping Process and Customizing

NEW QUESTION # 45

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- A. Partner determination procedure
- B. Origin and source of the partner function
- C. Address usage of the business partner
- D. Generic partner function

Answer: A,C

Explanation:
In a sales document using multiple address handling, address determination can be configured at:
A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.
D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 46

Which of the following is a prerequisite for billing?

- A. You need an billing item category that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need an order item category that is configured to be billing relevant.
- D. You need a sales document type that is configured to be billing relevant.

Answer: C

Explanation:
Billing Process and Customizing

NEW QUESTION # 47

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Set the schedule line category to be relevant for delivery.
- B. Activate schedule lines allowed in the order item category.
- C. Define the goods movement type in the delivery item category.
- D. Define the goods movement type in the schedule line category.
- E. Set the order item category to be relevant for delivery.

Answer: A,B,D

NEW QUESTION # 48

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