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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<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 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<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 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 (Q10-Q15):

### NEW QUESTION # 10

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Sold-to party
- B. Material determination
- C. Customer material info record
- D. Ship-to party
- E. Material master

**Answer: C,D,E**

Explanation:

The delivering plant for a sales order item can be determined from:

- A . Customer material info record: This record can specify the delivering plant for a material for a specific customer.
- C . Ship-to party: The ship-to party master can contain information on preferred delivering plants.
- E . Material master: The material master can specify the delivering plant, which is used if no other more specific data is available.

### NEW QUESTION # 11

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Transactional apps
- B. Factsheets
- C. SAP S/4HANA embedded analytics
- D. SAP Smart Business

**Answer: D**

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

- A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take

immediate actions based on insights.

### NEW QUESTION # 12

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- B. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- C. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- D. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.

**Answer: D**

Explanation:

Basic Functions (customizing)

### NEW QUESTION # 13

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. The status of a document is updated using artificial intelligence (AI) algorithms.
- B. Color coding is used to indicate the status of a document.
- C. The process flow supports direct navigation to applications that can be used to solve problems.
- D. Issue solving is supported by a wizard based on machine learning (ML).

**Answer: A,C**

Explanation:

Sales Process and Analytics

### NEW QUESTION # 14

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Division
- B. Distribution channel
- C. Distribution chain.
- D. Warehouse number

**Answer: C**

### NEW QUESTION # 15

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