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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">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	<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 4	<ul style="list-style-type: none">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 5	<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 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 (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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