

試験の準備方法-認定するC_TS462_2601学習教材試験- 最新のC_TS462_2601サンプル問題集



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SAP C_TS462_2601 Exam Syllabus Topics:

Section	Objectives
Topic 1: Configuration of Sales Processes	- Partner determination and output control 1. Business partner roles in sales 2. Output management basics
	- Sales document configuration 1. Copy control settings 2. Sales document types and item categories
	- SAP S/4HANA architecture for Sales 1. Integration with finance and logistics 2. Cloud private edition deployment characteristics
Topic 2: SAP S/4HANA Sales Overview	- Sales business processes in SAP S/4HANA 1. Order-to-cash process 2. Inquiry, quotation, and sales order processing
Topic 3: Reporting and Analytics	- Sales reporting tools 1. Standard SAP Fiori apps for sales analytics 2. Embedded analytics overview
	- Inventory and warehouse integration 1. Integration with embedded EWM (overview) 2. Stock management in sales processes
Topic 4: Order Fulfillment and Logistics Integration	- Delivery processing 1. Picking, packing, and goods issue 2. Outbound delivery creation and processing

- Pricing procedure

- 1. Condition technique
- 2. Pricing elements and condition records

Topic 5: Pricing and Billing

- Billing processes

- 1. Integration with financial accounting
- 2. Billing document creation

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C_TS462_2601サンプル問題集 & C_TS462_2601技術問題

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales 認定 C_TS462_2601 試験問題 (Q66-Q71):

質問 # 66

A construction supply wholesaler is validating SAP S/4HANA Sales order promising during a mixed SAP S/4HANA Cloud Private Edition and on-premise rollout. For made-to-stock materials with regional storage constraints, sales orders create schedule lines successfully, but the confirmed delivery date does not reflect the expected regional preparation time. The visible artifact is a complete schedule line that later proves infeasible for warehouse execution.

Operations wants reliable promise dates before enabling the product group for standard order entry. The team must avoid changing the sales document type because other materials using the same order type schedule correctly. The constraint is to correct the product-specific scheduling behavior.

Which validation step best addresses the infeasible schedule line?

Response:

- A. hange the requested delivery date proposal so all materials using the same order type receive later promise dates.
- **B. alidate the product-related availability and delivery scheduling configuration so regional preparation time is reflected during schedule-line confirmation.**
- C. djust the billing relevance of the affected items so commercial processing waits until warehouse preparation is complete.
- D. dd a delivery block for the affected materials so warehouse users can manually review regional preparation timing before shipment.

正解: B

解説:

Feedback:

This resolves the issue at the availability and scheduling configuration layer. The affected product group must use the correct regional preparation and scheduling behavior before schedule-line validation can produce a feasible promise date.

質問 # 67

A regional laboratory storage distributor is validating SAP S/4HANA Sales during a private-cloud rollout while retaining a smaller

on-premise sales operation. A new trial-placement order flow allows the sales order to save, but the item receives behavior that continues into normal fulfillment and commercial follow-on processing. The visible artifact is that the order header is accepted, while item-level validation shows behavior aligned with a standard sales item instead of the intended trial-placement flow. The sales team wants the trial process to remain within standard sales processing and avoid manual item correction. The constraint is to correct item behavior determination without changing customer master data or creating a separate custom order path. Which action best corrects the trial-placement item behavior?

Response:

- A. Add a manual item note so downstream users can identify trial-placement items during delivery and billing review.
- **B. validate the sales document and item category determination inputs so the trial-placement flow derives the intended item category during order processing.**
- C. Update the customer sales area data so the sold-to party determines whether the item behaves as a trial-placement item.
- D. Change the delivery document type so the trial-placement item can be handled differently after the sales order has already been saved.

正解: B

解説:

Feedback:

This resolves the issue at the item behavior determination layer. The sales document and item-related inputs must bind to the intended item category before execution validation can reflect the correct trial-placement processing behavior.

質問 # 68

A regional packaging supplier is validating SAP S/4HANA Sales after adding a new sales organization for a private-cloud rollout while retaining an existing on-premise sales organization. Test orders in the retained sales organization progress normally, but orders entered for the new sales organization save at header level and then show inconsistent item validation for downstream execution. The observable artifact is a sales-area assignment mismatch after order entry, although the same customer and material are usable in the retained structure.

The implementation team must avoid changing customer identity or material setup. The constraint is to correct the organizational configuration so the new sales organization can use the standard sales process.

Which validation step best addresses the sales-area assignment mismatch?

Response:

- A. Extend the material to a different plant so the order can use an existing logistics path after item validation.
- **B. validate the enterprise structure assignments so the new sales organization is consistently bound with the distribution channel, division, and execution context.**
- C. Change the sales document type so orders from the new sales organization do not require sales-area validation.
- D. Add a manual release step after order save so users can approve the new sales organization before downstream processing.

正解: B

解説:

Feedback:

This resolves the issue at the enterprise structure configuration layer. The sales organization must be consistently assigned with the distribution channel and division so order processing and item validation interpret the correct sales area.

質問 # 69

A regional machinery rental company is validating SAP S/4HANA Sales during a mixed SAP S/4HANA Cloud Private Edition and on-premise rollout. A newly introduced early-return sales flow saves successfully and creates document flow, but selected return items remain open after processing. The visible artifact is that the return document appears complete at header level, while item execution status does not reach the expected follow-on state.

The sales operations team wants the early-return process released without adding a manual status closure step. The constraint is to preserve the standard return execution path and correct only the inconsistent process behavior for the affected items.

Which validation step best addresses the open return item status?

Response:

- **A. validate the return process configuration and item-level follow-on control so the affected items reach the intended execution status.**
- B. Add a manual completion instruction so users can close early-return items after document flow is created.

- C. Change the customer sales area data so early-return customers receive a separate processing default during order entry.
- D. Adjust the billing block so commercial processing waits until users manually review the open return status.

正解: A

解説:

Feedback:

This targets the configuration layer where return item behavior is bound to follow-on execution. Since document flow exists but selected items remain open, process configuration and item-level control must support the intended status transition.

質問 # 70

A public-sector supplies distributor is preparing SAP S/4HANA Sales for a private-cloud rollout while keeping several on-premise customer relationships active. A converted institutional customer can be selected in the sales order, but one new sales area does not propose the expected billing partner and shipping conditions. The visible artifact is that the business partner is active, yet order-entry proposal data is incomplete only in the new sales area.

The project team must preserve the shared business partner identity because the customer will transact across retained and new sales operations. The constraint is to restore standard proposal behavior without creating duplicate customer records.

What should the consultant validate first to resolve the proposal gap?

Response:

- A. Create a separate customer record for the new sales area so billing partner and shipping values can be maintained independently.
- B. Validate the business partner customer role and sales-area-specific partner and shipping data so the required values are proposed during order processing.
- C. Add a manual order-entry instruction so users enter the missing billing partner and shipping values for each affected order.
- D. Change the sales document type so partner and shipping proposals are no longer required for the institutional customer.

正解: B

解説:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but sales-area-specific partner and shipping data must be maintained so proposal values can be derived consistently.

質問 # 71

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