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Looking for top-notch Implementing and Operating SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales (C_P2W62_2023) exam questions? You've come to the right place! Lead2PassExam offers a comprehensive and affordable solution for all your C_P2W62_2023 exam needs. Our C_P2W62_2023 Exam Questions are regularly updated, and we provide a range of attractive features to enhance your preparation, including PDF format, an online practice test engine.

SAP C_P2W62_2023 Exam Syllabus Topics:

Section	Weight	Objectives
Billing Process and Customizing	<= 10%	- Account assignment, integration with financial accounting - Billing types, billing relevance, billing plans
Sales Documents (Customizing)	11% - 20%	- Copy control and document flow - Text determination, partner determination, incompleteness procedures - Sales document types, item categories, schedule line categories
Master Data	<= 10%	- Business partner, product master, and pricing master data - Customer master, material master, customer-material info
Basic Functions (Customizing)	<= 10%	- Tax determination, incompleteness logs - Output determination, account determination
Managing Clean Core	<= 10%	- Extensions, custom code, and side-by-side scenarios - Adaptation, configuration vs. development
Pricing and Condition Technique	11% - 20%	- Condition types, access sequences, condition tables - Pricing procedures, condition exclusions, calculation rules - Condition records, scales, and pricing in sales documents
Organizational Structures	<= 10%	- Sales organization, distribution channel, division - Sales areas, plant, storage location assignment
Shipping Process and Customizing	11% - 20%	- Shipping point determination, route determination - Delivery types, item categories, and delivery relevance - Picking, packing, and goods issue integration
Sales Process and Analytics	11% - 20%	- Order-to-cash process flow and integration - Availability check and transfer of requirements - Sales analytics, reporting, and embedded analytics

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q53-Q58):

NEW QUESTION # 53

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?

Note: There are 2 correct answers to this question.

- A. Use the Change condition (VK12) transaction.
- B. Use the Manage Prices - Sales app.
- C. Use the Creation of Pricing Lists app.
- D. Use report COND_AV.

Answer: A,B

NEW QUESTION # 54

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

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

Answer: B,D

NEW QUESTION # 55

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The item value is used statistically hence added to the net value.
- B. The reason for rejection does not have the appropriate configuration to exclude item value.
- C. The reason for rejection was not assigned to the item category.
- D. The update of the net value is not triggered after the rejection of the item.

Answer: B

NEW QUESTION # 56

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

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

Answer: B,C,D

NEW QUESTION # 57

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and shipping point.
- B. It is linked to a combination of sales area and plant.
- C. It is linked to a combination of plant and distribution channel.
- **D. It is linked to a combination of plant and storage location.**

Answer: D

NEW QUESTION # 58

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