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### SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 3	<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 4	<ul style="list-style-type: none"> <li>• <b>Billing Process and Customizing:</b> This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Master Data:</b> It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Shipping Process and Customizing:</b> This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• <b>Managing Clean Core:</b> The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• <b>Sales Process and Analytics:</b> Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li> </ul>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q13-Q18):

### NEW QUESTION # 13

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- **A. Maintain the transit time in the route in hours and minutes.**
- B. Maintain shifts defining the times for starting and ending work.
- **C. Assign a set of working times to the plant.**
- **D. Assign a set of working times to the shipping point.**
- E. Assign a shift sequence to the working times.

**Answer: A,C,D**

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

### NEW QUESTION # 14

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. IDoc
- B. RFC
- **C. OData**
- **D. SOAP**

**Answer: C,D**

### NEW QUESTION # 15

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. Distribution channel
- B. Division

- C. Sales organization
- D. Distribution chain

**Answer: D**

Explanation:

To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:

C . Distribution chain

In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods

#### NEW QUESTION # 16

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Division to sales organization
- B. Sales office to sales area
- C. Sales group to sales office
- D. Plant to combination of sales organization and distribution channel

**Answer: A,D**

Explanation:

Organizational Structures

#### NEW QUESTION # 17

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Distribution channel
- B. Plant
- C. Shipping point
- D. Warehouse number

**Answer: C**

Explanation:

The organizational unit that supports the processing and monitoring of outbound deliveries is:

D . Shipping point: This is the part of an organization responsible for the shipping processes, including the preparation and handling of outbound deliveries.

#### NEW QUESTION # 18


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