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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 3	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	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 5	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 6	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 7	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 8	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q38-Q43):

NEW QUESTION # 38

How do you limit the choice of order reasons for a sales document?

- A. Specify the permitted reasons in the customer material info record.
- B. Assign the permitted reasons to the relevant sales item category.
- C. Specify the permitted order reasons in the relevant customer master.
- **D. Assign the permitted order reasons to the relevant sales document type.**

Answer: D

Explanation:

To limit the choice of order reasons for a sales document, you should:

C . Assign the permitted order reasons to the relevant sales document type.

This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

NEW QUESTION # 39

Which pricing element uses a calculation type and scale base type?

- A. Access Sequence
- **B. Condition Type**
- C. Pricing Type
- D. Pricing Procedure

Answer: B

Explanation:

The pricing element that uses a calculation type and scale base type is:

A . Condition Type

In SAP pricing, a condition type represents a specific aspect of the pricing process, such as a discount, surcharge, freight, or tax. The calculation type determines how the system calculates the value of the condition (e.g., as a percentage, a fixed amount, or based on quantity). The scale base type determines how the system should interpret scales associated with the condition type (e.g., based on the weight, value, or quantity of the items in the sales document).

NEW QUESTION # 40

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

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

Answer: A,D

Explanation:
Organizational Structures

NEW QUESTION # 41

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Activate schedule lines allowed in the order item category.
- B. Define the goods movement type in the delivery item category.
- C. Set the schedule line category to be relevant for delivery.
- D. Define the goods movement type in the schedule line category.
- E. Set the order item category to be relevant for delivery.

Answer: A,C,D

NEW QUESTION # 42

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality?

Note: There are 2 correct answers to this question.

- A. Stability
- B. Timeliness
- C. Efficiency
- D. Accuracy

Answer: A,C

Explanation:
Managing Clean Core

NEW QUESTION # 43

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