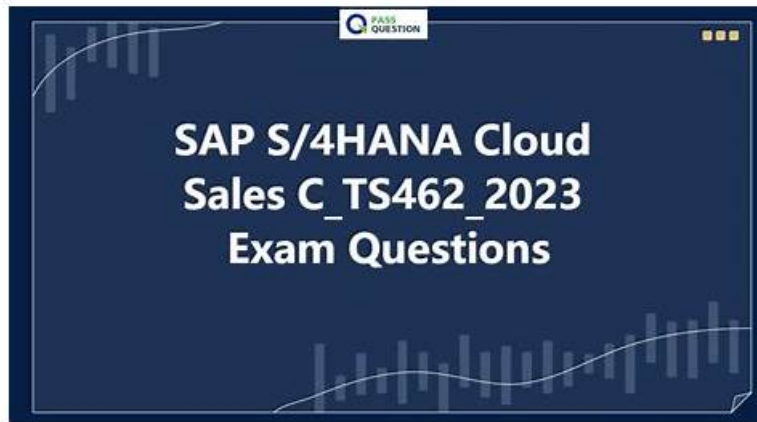


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SAP C_TS462_2023 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <ul style="list-style-type: none"> Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process. |
| Topic 2 | <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 3 | <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 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"> Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process. |

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q40-Q45):

NEW QUESTION # 40

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Material group
- C. Plant
- D. Ship-to party
- E. Shipping point

Answer: A,D,E

NEW QUESTION # 41

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The document flow is updated.
- B. The warehouse task status is set to complete.
- C. The overall status of the delivery is set to complete.
- D. Delivery requirements in material planning are updated.
- E. The billing document can now be created.

Answer: A,D,E

Explanation:

Effects of posting the goods issue during a sales process are:

- A . The document flow is updated: This reflects the progress of the sales process in the system.
- C . Delivery requirements in material planning are updated: This reduces the open delivery requirements as goods are issued.
- D . The billing document can now be created: Goods issue is a prerequisite for billing in many sales scenarios.

NEW QUESTION # 42

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. SAP S/4HANA embedded analytics
- B. Transactional apps
- C. SAP Smart Business
- D. Factsheets

Answer: C

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 # 43

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.

- 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 # 44

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts. What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set up condition type K029 as a header condition.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set the Condition Index indicator for condition type K029.
- D. You need to set the Condition Update indicator for condition type K029.

Answer: B

Explanation:

Group conditions allow the system to consider the total quantity or value of all items in a group (in this case, the "spare parts" material group) when determining the discount.

NEW QUESTION # 45

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