

# C\_TS462\_2023 - SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales—The Best Valid Test Cost



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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</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>Billing Process and Customizing: 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>• 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.</li> </ul>
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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

### NEW QUESTION # 39

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Invoice cancellation
- B. Returns order
- C. Debit memo request
- D. Invoice correction request

**Answer: A,D**

Explanation:

Documents that can only be created with reference to a billing document include:

C . Invoice cancellation: This action reverses a previously issued invoice.

D . Invoice correction request: This document is used to correct quantities or prices in a billing document after it has been issued.

### NEW QUESTION # 40

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

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

**Answer: C**

Explanation:

Master Data

### NEW QUESTION # 41

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Exclusion indicator
- B. Condition function
- C. Condition class
- D. Header condition

**Answer: C**

Explanation:

Pricing and condition technique

#### NEW QUESTION # 42

Which of the following is a use case for a billing plan type?

- A. Settlement management
- B. Convergent billing
- C. Invoice lists
- **D. Milestone billing**

**Answer: D**

#### NEW QUESTION # 43

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. The billing document of the original customer invoice must be cancelled.
- **B. Copying control must exist between the sales document and the billing document.**
- **C. The Billing Block field in the credit memo request must be empty.**
- D. An appropriate reason for rejection must be assigned to the original sales order item.

**Answer: B,C**

Explanation:

Prerequisites for the creation of a credit memo based on a credit memo request include:

A . Copying control must exist between the sales document and the billing document: This ensures that data can be transferred from the credit memo request to the credit memo for accurate billing.

B . The Billing Block field in the credit memo request must be empty: This ensures that the credit memo request is ready for processing and there are no blocks preventing its conversion into a credit memo.

#### NEW QUESTION # 44

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