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The SAP C_TS462_2023 certification is on trending nowadays, and many SAP aspirants are trying to get it. Success in the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) test helps you land well-paying jobs. Additionally, the SAP C_TS462_2023 certification exam is also beneficial to get promotions in your current company. But the main problem that every applicant faces while preparing for the C_TS462_2023 Certification test is not finding updated SAP C_TS462_2023 practice questions.

SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

Topic 3	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 4	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

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You will need to pass the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) exam to achieve the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) certification. Due to extremely high competition, passing the SAP C_TS462_2023 exam is not easy; however, possible. You can use TestSimulate products to pass the C_TS462_2023 Exam on the first attempt. The SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) practice exam gives you confidence and helps you understand the criteria of the testing authority and pass the SAP C_TS462_2023 exam on the first attempt.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q35-Q40):

NEW QUESTION # 35

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition category
- B. Condition type
- C. Condition type groups
- D. Condition record

Answer: B,D

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 36

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid. How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Creation of Price Lists app.
- B. Use the Manage Prices - Sales app.
- C. Use the Change condition transaction (transaction code VK12).
- D. Use the Create condition with template transaction (transaction code VK14).

Answer: B,C

Explanation:

D. Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A. Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

NEW QUESTION # 37

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

Answer: B

Explanation:

In SAP S/4HANA, a pricing procedure determines how pricing conditions (e.g., PROO, PR02, PN00, HM00) are applied to calculate the final price in a sales document, such as a sales order. The question states that only one of several condition types for a price is taken into account, meaning that only one price condition is selected or applied, while the others are ignored. This behavior is controlled by the Exclusion indicator in the pricing procedure configuration.

Let's break down the question and analyze each option to understand why the Exclusion indicator is the correct choice:

Understanding Pricing in SAP S/4HANA

* A pricing procedure is a sequence of steps that determines how prices, discounts, surcharges, and taxes are calculated in a sales document.

* Condition types (e.g., PROO, PR02, PN00, HM00) represent individual pricing elements, such as base prices, promotional prices, or net prices. Each condition type has specific settings that control its behavior.

* When multiple condition types for prices exist in a pricing procedure (e.g., multiple price conditions), SAP allows configuration to ensure only one price is applied to avoid conflicts or double pricing.

* The question implies that the system selects only one price condition from PROO, PR02, PN00, or HM00, which suggests a mechanism is in place to exclude the others.

Analysis of Options

* A. Condition function:

* The Condition function is not a standard term in SAP S/4HANA pricing configuration. It may refer to the role of a condition type (e.g., price, discount, surcharge), but it is not a specific setting that controls whether only one condition is applied. Instead, the condition function is determined by settings like the condition class and calculation type, which define the purpose and calculation logic of a condition type.

* Why incorrect: There is no "Condition function" setting that directly causes only one price condition to be selected among multiple price conditions.

* B. Exclusion indicator:

* The Exclusion indicator is a setting in the pricing procedure configuration that controls condition type exclusivity. It is used to define condition exclusion groups, which determine which condition types are mutually exclusive. If multiple price condition types (e.g., PROO, PR02, PN00, HM00) are assigned to an exclusion group, the system applies a rule (e.g., selecting the condition with the best price, most specific condition, or first valid condition) to ensure only one condition is active.

* In SAP, condition exclusion is configured via condition exclusion groups (transaction V/08 or SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion). For example:

* You create an exclusion group and assign condition types PROO, PR02, PN00, and HM00 to it.

* You define an exclusion rule, such as "select the condition with the lowest price" or "select the first valid condition."

* During pricing, the system evaluates the conditions in the exclusion group and applies only one based on the rule, deactivating the others.

* This mechanism perfectly explains the behavior described in the question, where only one price condition is taken into account.

* Why correct: The Exclusion indicator (via condition exclusion groups) ensures that only one of the price condition types is applied, based on the defined exclusion rule.

* C. Condition class:

* The Condition class is a setting in the condition type configuration (transaction V/06) that categorizes the condition type's purpose, such as:

* B: Prices (e.g., PROO, PR02 for base prices).

* A: Discounts or surcharges.

* C: Taxes, etc.

* While the condition class determines whether a condition is treated as a price, discount, or tax, it does not control whether multiple price conditions are mutually exclusive. For example, multiple condition types can have the condition class "B" (Prices) and still coexist unless an exclusion rule is applied.

* Why incorrect: The Condition class defines the type of condition but does not enforce the selection of only one price condition among multiple price conditions.

* D. Header condition:

* AHeader condition is a setting in the condition type configuration that determines whether a condition is applied at the header level (affecting the entire document) or the item level (affecting specific items). For example, a header condition might apply a flat surcharge to the entire sales order, while item conditions like PROO or PR02 apply to specific materials.

* While header conditions affect how a condition is applied, they do not control whether only one price condition is selected from multiple price conditions at the item level.

* Why incorrect: The Header condition setting is unrelated to ensuring that only one price condition (e.g., PROO, PR02, PN00, or HM00) is applied.

Why Exclusion Indicator is the Correct Choice

* The Exclusion indicator is part of the condition exclusion configuration in the pricing procedure. It is used to manage scenarios where multiple price condition types (e.g., PROO for standard price, PR02 for promotional price, PN00 for net price, HM00 for manual price) are defined, but only one should be applied to avoid conflicting prices.

* For example:

* In the pricing procedure (transaction V/08), you define a condition exclusion group and assign PROO, PR02, PN00, and HM00 to it.

* You set an exclusion rule, such as:

* Rule A: Select the condition with the lowest price.

* Rule B: Select the condition with the highest price.

* Rule C: Select the first valid condition in the sequence.

* During sales order processing, the system evaluates the conditions in the exclusion group, applies the rule, and deactivates all other conditions in the group, ensuring only one price is used.

* This is a common setup in SAP S/4HANA to handle scenarios with multiple price conditions, such as standard prices, promotional prices, or customer-specific prices, ensuring clarity and consistency in pricing.

Practical Context

* In the SAP system, condition exclusion is configured in the following path:

* SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion > Condition Exclusion for Groups of Conditions.

* Alternatively, use transaction VOK8 to maintain condition exclusion groups and assign condition types.

* During sales order creation, the system checks the pricing procedure, identifies the exclusion group, and applies the exclusion rule to select one condition type (e.g., PROO) while deactivating others (e.g., PR02, PN00, HM00).

* For example, if PROO has a price of \$100, PR02 has \$90, and the exclusion rule is "select the lowest price," the system will apply PR02 and exclude the others.

Why Other Options Don't Fit

* Condition function: Not a standard SAP term or setting for controlling exclusivity.

* Condition class: Defines the type of condition (e.g., price vs. discount) but doesn't manage exclusivity between multiple price conditions.

* Header condition: Controls the level of application (header vs. item) but doesn't determine which price condition is selected.

NEW QUESTION # 38

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Sales organization
- B. Business area
- C. Company code
- D. Profit center

Answer: A,C

Explanation:

For billing as part of the sales process, the configured organizational units must include:

C . Company code: Billing documents are financial documents and are associated with a company code, which represents a legal entity in financial accounting.

D . Sales organization: The sales organization is responsible for distributing goods and services, negotiating sales conditions, and bears the responsibility for those transactions.

NEW QUESTION # 39

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- Answer: A**

C . Create a material determination record with an appropriate substitution reason: Material determination allows you to automatically replace requested materials with alternatives under specified conditions.

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