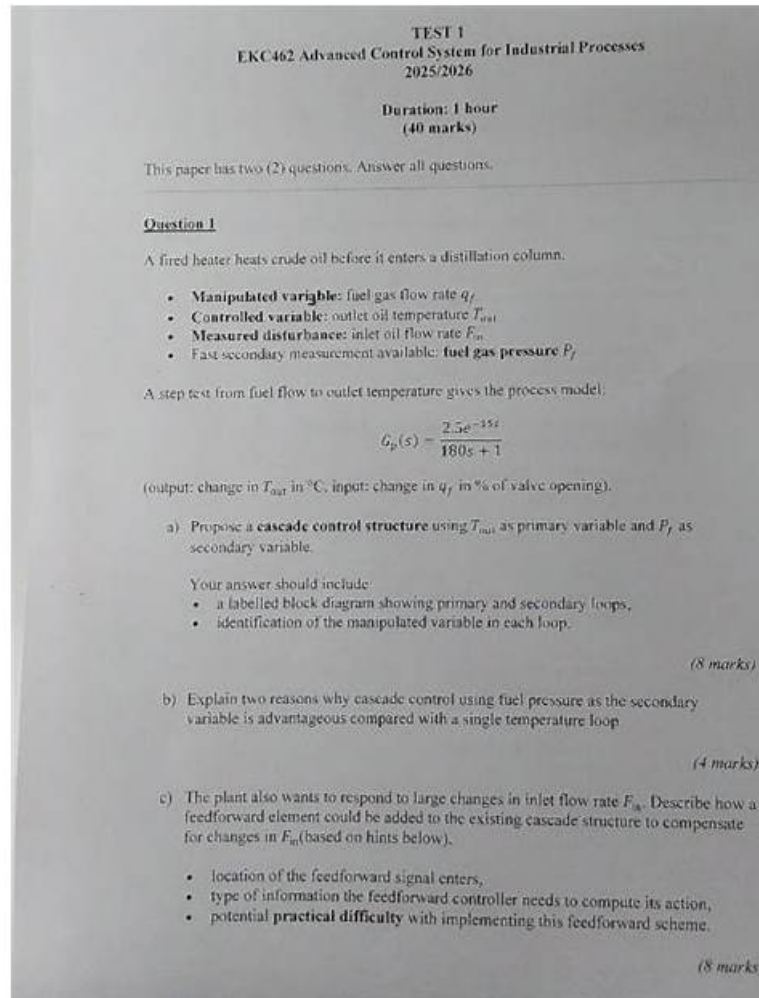


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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"><li>• <b>Sales Documents:</b> 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>
Topic 3	<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 4	<ul style="list-style-type: none"><li>• <b>Pricing and Condition Technique:</b> 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 5	<ul style="list-style-type: none"><li>• <b>Organizational Structures:</b> This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 6	<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>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q27-Q32):

### NEW QUESTION # 27

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Solution Manager
- B. Lean IX
- C. SAP Cloud ALM
- **D. SAP Best Practices**

**Answer: D**

### NEW QUESTION # 28

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- **A. Material master**
- B. Sold-to party
- **C. Customer material info record**
- **D. Ship-to party**
- E. Material determination

**Answer: A,C,D**

Explanation:

The delivering plant for a sales order item can be determined from:

A . Customer material info record: This record can specify the delivering plant for a material for a specific customer.

C . Ship-to party: The ship-to party master can contain information on preferred delivering plants.

E . Material master: The material master can specify the delivering plant, which is used if no other more specific data is available.

### NEW QUESTION # 29

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

**Answer: A,C**

### NEW QUESTION # 30

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Access sequence
- B. Text ID
- C. Text procedure assignment
- D. Text determination procedure

**Answer: A**

Explanation:

The behavior regarding the copying of texts and subsequent changes is controlled by:

C . Access sequence: The access sequence in text determination defines where the system looks for texts and how it behaves when texts are changed after being copied to a document.

### NEW QUESTION # 31

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.
- B. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- C. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.
- D. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.

**Answer: C,D**

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

## NEW QUESTION # 32

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