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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"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 3	<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 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"> 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	<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.
Topic 7	<ul style="list-style-type: none"> Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

Exam SAP C-TS462-2023 Pass4sure - Test C-TS462-2023 Study Guide

Each format has a pool of SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) actual questions which have been compiled under the guidance of thousands of professionals worldwide. Questions in this product will appear in the SAP C-TS462-2023 final test. Hence, memorizing them will help you get prepared for the C-TS462-2023 examination in a short time. The product of TestValid comes in PDF, desktop practice exam software, and C-TS462-2023 web-based practice test. To give you a complete understanding of these formats, we have discussed their features below.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q53-Q58):

NEW QUESTION # 53

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

Answer: A,D

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 # 54

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

Answer: B,D

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 # 55

How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- A. Assign an assortment module to the value contract.
- B. Assign a sales item proposal to the value contract.
- C. Set up the dependent profitability segment for the value contract.
- D. Assign a product hierarchy to the value contract.

Answer: A,B

Explanation:

To manage which materials can be released for a value contract, you can:

B . Assign a sales item proposal to the value contract: Item proposals can be used to suggest specific materials for inclusion in sales documents, including value contracts.

C . Assign an assortment module to the value contract: Assortment modules define a group of materials that are allowed or restricted for a particular sales document, such as a value contract.

NEW QUESTION # 56

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. Condition function
- D. Header condition

Answer: B

Explanation:

In SAP S/4HANA, apricing proceduredetermines 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 theExclusion indicatorin the pricing procedure configuration.

Let's break down the question and analyze each option to understand why theExclusion indicatoris the correct choice:

Understanding Pricing in SAP S/4HANA

* Apricing procedureis 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:

* TheCondition functionis 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 thecondition classandcalculation 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:

* TheExclusion indicatoris a setting in the pricing procedure configuration that controls condition type exclusivity. It is used to definecondition 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 viacondition 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:

* TheCondition classis 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 # 57

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- **B. Sales document type**
- C. Delivery type
- D. Sales document item category

Answer: B

Explanation:

Billing Process and Customizing

NEW QUESTION # 58

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