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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	<ul style="list-style-type: none">• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
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">• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	<ul style="list-style-type: none">• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 6	<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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q48-Q53):

NEW QUESTION # 48

Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- A. The reference mandatory setting
- B. The item category setting
- C. The billing type setting
- D. The delivery block setting

Answer: C

Explanation:

The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:

D. The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

NEW QUESTION # 49

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. Profit center
- C. Business area
- D. Company code

Answer: A,D

NEW QUESTION # 50

To what do you assign a material listing procedure?

- A. Sales item category
- B. Sales organization and sales document type
- C. Sales area, document pricing procedure, and customer pricing procedure
- D. Sales document type

Answer: B

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and

the type of sales document being processed.

NEW QUESTION # 51

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Color coding is used to indicate the status of a document.
- **B. The status of a document is updated using artificial intelligence (AI) algorithms.**
- **C. The process flow supports direct navigation to applications that can be used to solve problems.**
- D. Issue solving is supported by a wizard based on machine learning (ML).

Answer: B,C

NEW QUESTION # 52

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The delivery group in the item category of the sub-item
- B. The material entry type in the sales document type
- C. The item usage during the item category determination of each sub-item
- **D. The structure scope in the item category of the main item**

Answer: D

NEW QUESTION # 53

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