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

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 3	<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>
Topic 4	<ul style="list-style-type: none"><li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li></ul>
Topic 5	<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>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q43-Q48):

#### NEW QUESTION # 43

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

**Answer: C,D**

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 # 44

To which elements do you assign a partner determination procedure? Note: There are 3 correct answers to this question.

- A. Sales item category
- B. Delivery type
- C. Business partner category
- D. Account group
- E. Delivery item category

**Answer: A,B,D**

#### NEW QUESTION # 45

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- A. Procurement costs can be reduced.
- B. Goods distribution can be optimized.
- C. More sales orders can be confirmed.
- D. Capacity overloads can be avoided.

**Answer: B**

Explanation:

Combining material availability check with product allocations can achieve:

D . Goods distribution can be optimized: By combining these two, the system can ensure that available stock is allocated in a way that meets strategic sales and distribution objectives, optimizing overall goods distribution.

#### NEW QUESTION # 46

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- B. SAP Smart Business is configured entirely based on SAP Best Practices.
- C. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
- D. It supports an exception-based working model.
- E. It combines real-time insights with analytics and transactional follow-up activities.

**Answer: C,D,E**

Explanation:

Characteristics of SAP Smart Business include:

A . Key performance indicators (KPIs) are visualized and target thresholds can be defined: This allows users to monitor critical metrics and their performance against predefined targets.

B . It supports an exception-based working model: SAP Smart Business helps users focus on important tasks by highlighting exceptions and areas requiring attention.

E . It combines real-time insights with analytics and transactional follow-up activities: This integration enables users to take immediate action based on analytics insights within the same environment.

#### NEW QUESTION # 47

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Delivery type
- B. Shipping point
- C. MRP type
- D. Item category group
- E. Higher-level item category

**Answer: A,D,E**

Explanation:

Sales Process and Analytics

#### NEW QUESTION # 48

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