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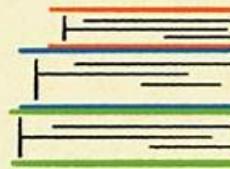
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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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">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 4	<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 5	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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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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