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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">• 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 3	<ul style="list-style-type: none">• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 4	<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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q31-Q36):

NEW QUESTION # 31

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. Fax
- B. XML
- C. Print
- D. ALE
- E. E-mail

Answer: B,C,E

NEW QUESTION # 32

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Plant
- B. Shipping conditions
- C. Transportation group
- D. Loading group
- E. Sales document type

Answer: A,C,D

Explanation:

The shipping point determination uses the following fields:

A . Transportation group: Defined in the material master and used for shipping logistics.

B . Plant: Where the goods are produced or stored, crucial for determining the shipping point.

C . Loading group: Also defined in the material master, indicates how the product is to be loaded, affecting the choice of shipping point.

NEW QUESTION # 33

You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Plant
- C. Delivery date
- D. Material group
- E. Incoterms

Answer: A,B,E

Explanation:

Fields that would prevent the inclusion of multiple sales orders in a single outbound delivery if their content was different include:

A . Ship-to party: Different ship-to parties generally require separate deliveries.

C . Plant: Goods for a delivery must come from a single plant.

D . Incoterms: Different shipping terms can necessitate separate deliveries due to varying shipping conditions.

NEW QUESTION # 34

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing plan

- B. Invoicing list scheduling
- C. Payment terms
- D. Billing address

Answer: B,C

NEW QUESTION # 35

How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use business partner roles.
- B. Use the common master data concept.
- C. Use customer-vendor integration.
- D. Use multi-address handling.

Answer: B,C

Explanation:

To reduce the maintenance effort for customer master data, you can:

A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.

D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NEW QUESTION # 36

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