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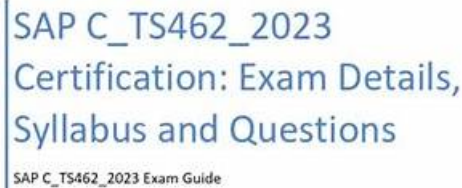
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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	• 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	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 6	• 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 7	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 8	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q30-Q35):

NEW QUESTION # 30
Which information comes from the payer? Note: There are 2 correct answers to this question.

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

Answer: A,B

Explanation:
Information that comes from the payer includes:
C . Billing address: The billing address is typically associated with the payer and is used for invoicing purposes.
D . Payment terms: Payment terms, which define how and when payment for invoices is to be made, are often maintained in the payer's master data.

NEW QUESTION # 31
You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Change condition (VK12) transaction.
- B. Use report COND_AV.
- C. Use the Creation of Pricing Lists app.

- D. Use the Manage Prices - Sales app.

Answer: A,D

Explanation:
To change the default description of a specific condition type for selected condition records, you can:
A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.
D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 32
You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- B. Documents of both document types can use the same item category.
- C. In both cases, materials are priced and billed normally but the shipping is free of charge.
- D. A Delivery Free of Charge is used to deliver material due to a complaint.

Answer: B,D

Explanation:
Regarding the standard behavior of Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD):
A . Documents of both document types can use the same item category: This is possible as both document types may deal with delivering goods free of charge, but under different circumstances.
D . A Delivery Free of Charge is used to deliver material due to a complaint: This is a common use of FD documents, where goods are delivered free of charge as a goodwill gesture or to rectify a complaint.

NEW QUESTION # 33
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. Company code
- D. Business area

Answer: A,C

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 # 34
Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text procedure assignment
- B. Access sequence
- C. Text determination procedure
- D. Text ID

Answer: C

NEW QUESTION # 35

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