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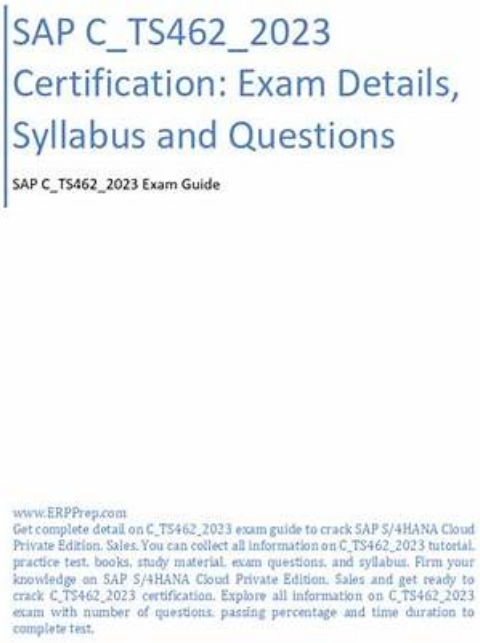

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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
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	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q29-Q34):

NEW QUESTION # 29
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. Issue solving is supported by a wizard based on machine learning (ML).
- C. The process flow supports direct navigation to applications that can be used to solve problems.
- D. The status of a document is predicted using artificial intelligence (AI) algorithms.

Answer: A,C

Explanation:
Characteristics of the process flow in SAP S/4HANA include:
B . The process flow supports direct navigation to applications that can be used to solve problems: This helps users to quickly resolve issues by accessing the relevant applications directly from the process flow.
C . Color coding is used to indicate the status of a document: Visual cues like color coding help users quickly understand the status and health of documents in the process flow.

NEW QUESTION # 30
Which of the following is a use case for a billing plan type?

- A. Milestone billing
- B. Convergent billing
- C. Settlement management
- D. Invoice lists

Answer: A

NEW QUESTION # 31
Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Company
- B. Sold-to party

- C. Organization
- D. Group

Answer: C,D

Explanation:
Master Data

NEW QUESTION # 32
When BRF+ output management successfully issues an output, where is the rendered PDF document stored?

- A. KPro archive
- B. Spool file
- C. Business Object Builder
- D. OData service

Answer: A

Explanation:
When BRF+ output management successfully issues an output, the rendered PDF document is stored in:
C . KPro archive: The Knowledge Provider (KPro) is SAP's content management system, which stores documents such as PDF outputs.

NEW QUESTION # 33
What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Billing type for cancellation
- B. Item number increment
- C. Reference mandatory indicator
- D. Default delivery type for billing

Answer: A,B

NEW QUESTION # 34
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