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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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 4	<ul style="list-style-type: none">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

Topic 5	<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 6	<ul style="list-style-type: none"> • Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 7	<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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q26-Q31):

NEW QUESTION # 26

You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects? Note: There are 3 correct answers to this question.

- A. Enhancement point
- B. Business transaction event (BTE)
- C. Modification
- D. Customer exit
- E. SAP Best Practices

Answer: A,B,D

Explanation:

To change standard sales processing logic without altering SAP-delivered objects, consider:

A . Customer exit: This is a predefined enhancement point provided by SAP that allows customers to add their own custom code.

B . Business transaction event (BTE): BTEs offer a way to add custom processing to standard SAP transactions.

C . Enhancement point: Enhancement points are spots within SAP code where custom code can be inserted without direct modification to standard objects.

NEW QUESTION # 27

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and shipping point.
- B. It is linked to a combination of plant and distribution channel.
- C. It is linked to a combination of plant and storage location.
- D. It is linked to a combination of sales area and plant.

Answer: C

Explanation:

The warehouse number in an order-to-cash process is determined by its linkage to:

C . It is linked to a combination of plant and storage location: This ensures that the system knows from which warehouse (within a plant and specific storage location) goods should be picked for sales orders.

NEW QUESTION # 28

You sell a product for which there is a bill of material.

What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The structure scope in the item category of the main item
- B. The material entry type in the sales document type
- C. The delivery group in the item category of the sub-item
- D. The item usage during the item category determination of each sub-item

Answer: A

NEW QUESTION # 29

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant access sequences.
- B. Set up condition tables and assign them to the relevant condition types.
- C. Set up condition types and assign them to the relevant pricing procedure.
- D. Set up the pricing procedure and assign it to the relevant sales document type.

Answer: A,C

NEW QUESTION # 30

What are some of the prerequisites for the creation of a credit memo based on a credit memo request?

Note: There are 2 correct answers to this question.

- A. Copying control must exist between the sales document and the billing document.
- B. The Billing Block field in the credit memo request must be empty.
- C. An appropriate reason for rejection must be assigned to the original sales order item.
- D. The billing document of the original customer invoice must be cancelled.

Answer: B,C

Explanation:

Sales Process and Analytics

NEW QUESTION # 31

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