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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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	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	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	Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q44-Q49):

NEW QUESTION # 44

Which field from the material master is used in route determination in a sales order?

- A. Transportation group
- B. Weight group
- C. Loading group
- D. Material freight group

Answer: A

Explanation:
Master Data

NEW QUESTION # 45

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a set of working times to the shipping point.
- B. Assign a shift sequence to the working times.
- C. Maintain shifts defining the times for starting and ending work.
- D. Assign a set of working times to the plant.
- E. Maintain the transit time in the route in hours and minutes.

Answer: A,D,E

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

NEW QUESTION # 46

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Factsheets
- B. SAP S/4HANA embedded analytics
- C. SAP Smart Business
- D. Transactional apps

Answer: C

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

NEW QUESTION # 47

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ordering party (1)
- B. Ship-to party (SH)
- C. Sold-to party (SP)
- D. Invoicing party (11)

Answer: B,C

Explanation:

A missing business partner of a specific partner function in a sales order could be due to:

C . Ship-to party (SH): This is a mandatory partner function in many sales processes, required for determining delivery and shipping details.

D . Sold-to party (SP): This is the main business partner in sales documents, responsible for the financial and contractual aspects of the transaction.

NEW QUESTION # 48

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- C. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- D. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.

Answer: A

NEW QUESTION # 49

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