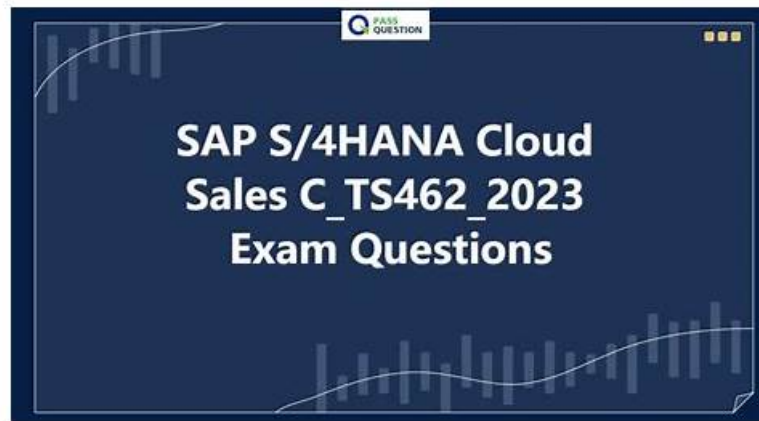


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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
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	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 4	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

Topic 5	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q26-Q31):

NEW QUESTION # 26

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 Manage Prices - Sales app.
- B. Use the Change condition (VK12) transaction.
- C. Use the Creation of Pricing Lists app.
- D. Use report COND_AV.

Answer: A,B

Explanation:
Pricing and condition technique

NEW QUESTION # 27

You want to determine the item category in a sales document.
What do you need to consider? Note: There are 2 correct answers to this question.

- A. The material Master Data
- B. The customer Master Data
- C. The higher-level item
- D. The sales organization

Answer: A,C

NEW QUESTION # 28

Which of the following basic functions are based on the condition technique? Note: There are 3 correct answers to this question.

- A. Listing and exclusion
- B. Free goods
- C. Partner determination
- D. Account determination
- E. Incompletion processing

Answer: A,C,D

Explanation:

Basic functions based on the condition technique include:

A . Partner determination: The condition technique can be used to define rules for determining partners in various business transactions.

B . Listing and exclusion: This function allows specifying which products can or cannot be sold in certain areas, to certain customers, etc.

C . Account determination: This is crucial for determining the correct G/L accounts for posting sales transactions, based on conditions like material, customer, and sales area.

NEW QUESTION # 29

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping point
- B. Sales order item category
- C. Shipping conditions
- **D. Sales order type**

Answer: D

Explanation:

Shipping Process and Customizing

NEW QUESTION # 30

Which of the following is a prerequisite for billing?

- A. You need an billing item category that is configured to be billing relevant.
- B. You need a sales document type that is configured to be billing relevant.
- **C. You need an order item category that is configured to be billing relevant.**
- D. You need a billing type that is configured to be billing relevant.

Answer: C

Explanation:

Billing Process and Customizing

NEW QUESTION # 31

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