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100% Pass Professional C-TS462-2023 - SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Original Questions

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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	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
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	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 6	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 7	Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 8	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 (Q33-Q38):

NEW QUESTION # 33

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Index indicator for condition type K029.
- B. You need to set up condition type K029 as a header condition.
- C. You need to set the Condition Update indicator for condition type K029.
- D. You need to set up condition type K029 as a group condition.

Answer: D

Explanation:

Pricing and condition technique

NEW QUESTION # 34

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this

question.

- A. Drop
- B. Redistribute
- C. Obtain
- D. Fill
- E. Gain

Answer: B,D,E

Explanation:

Confirmation strategies available in backorder processing include:

A . Fill: This strategy aims to completely fulfill as many sales orders as possible.

B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.

D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

NEW QUESTION # 35

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- A. Generic partner function
- B. Partner determination procedure
- C. Address usage of the business partner
- D. Origin and source of the partner function

Answer: B,C

Explanation:

In a sales document using multiple address handling, address determination can be configured at:

A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.

D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 36

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The item category of the higher-level item
- B. The material price group from the material master
- C. The item category group from the material master
- D. The condition category for the discount condition type
- E. The item category usage provided by the ABAP code

Answer: A,C,D

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

NEW QUESTION # 37

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. IDoc

- B. SOAP
- C. OData
- D. RFC

Answer: B,C

NEW QUESTION # 38

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