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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 2	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	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	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q60-Q65):

NEW QUESTION # 60

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

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

Answer: B,D

NEW QUESTION # 61

For which type of outline agreement do you determine the material from the item category?

- A. Condition contract
- B. Scheduling agreement
- C. Quantity contract
- D. Value contract

Answer: C

Explanation:

The material for an outline agreement is determined from the item category in:

C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

NEW QUESTION # 62

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- B. Sales document type
- C. Delivery type
- D. Sales document item category

Answer: A

Explanation:

Copying control defines how data is transferred from one document to another, such as from a delivery document to a billing document. It includes settings for determining the default billing type based on the preceding document type.

NEW QUESTION # 63

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

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

- D. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.

Answer: D

NEW QUESTION # 64

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

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

Answer: D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 65

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