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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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	• 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 5	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 6	• 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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q11-Q16):

NEW QUESTION # 11
Where do you configure the default billing type to be used for delivery-related billing?

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

Answer: D

NEW QUESTION # 12
How does the system determine the warehouse number in an order-to-cash process?

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

Answer: B

NEW QUESTION # 13
Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must send the payer a single invoice list instead of the individual invoices.
- B. You must set up a periodic billing plan for the invoice list creation.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You use preliminary billing documents for the invoice list creation.

Answer: A,C

Explanation:
Characteristics of an invoice list process include:
B . You must send the payer a single invoice list instead of the individual invoices: This consolidates multiple invoices into a single document for the payer.
C . You must create an invoice list at specified time intervals or on specific dates: This defines the periodic nature of invoice list creation, bundling invoices over a set period.

NEW QUESTION # 14

You want to use billing as part of the sales process. Which organizational units must be configured?
Note: There are 2 correct answers to this question.

- A. Profit center
- B. Business area
- C. Company code
- D. Sales organization

Answer: C,D

Explanation:
Organizational Structures

NEW QUESTION # 15

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

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

Answer: B

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 # 16

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