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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	<ul style="list-style-type: none">Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 5	<ul style="list-style-type: none">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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q58-Q63):

NEW QUESTION # 58

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Business partner grouping
- B. Business partner role
- C. Business partner category
- D. Account group

Answer: A

Explanation:

Managing Clean Core

NEW QUESTION # 59

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Manager
- B. SAP Signavio Process Insights
- C. SAP Signavio Process Governance
- D. SAP Signavio Process Intelligence

Answer: A,C

NEW QUESTION # 60

You want to ensure that only complete sales documents can be saved.

How can you achieve this?

- A. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.
- B. Set the No Change Possible flag in the partner determination procedure of the sold-to party.
- C. Activate the General option in status groups used in checks for sales document header fields.
- D. Assign an incompleteness procedure to all schedule line categories used in sales.

Answer: A

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

NEW QUESTION # 61

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 # 62

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- **B. The update of the net value is not triggered after the rejection of the item.**
- C. The item value is used statistically hence added to the net value.
- D. The reason for rejection does not have the appropriate configuration to exclude item value.

Answer: B

NEW QUESTION # 63

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