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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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 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	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 4	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q44-Q49):

NEW QUESTION # 44

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.
- B. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- C. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.
- D. Fields are copied from the customer master tables to the sales order tables using the condition technique.

Answer: A,B

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit:

User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

NEW QUESTION # 45

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

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

Answer: A,B,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 # 46

Which field from the material master is used in route determination in a sales order?

- A. Material freight group
- B. Loading group
- C. Weight group
- D. Transportation group

Answer: D

NEW QUESTION # 47

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a shift sequence to the working times.
- **B. Maintain shifts defining the times for starting and ending work.**
- C. Maintain the transit time in the route in hours and minutes.
- **D. Assign a set of working times to the plant.**
- **E. Assign a set of working times to the shipping point.**

Answer: B,D,E

Explanation:

Shipping Process and Customizing

NEW QUESTION # 48

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

Answer: B

NEW QUESTION # 49

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