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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 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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to 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.
Topic 6	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	• 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 8	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q57-Q62):

NEW QUESTION # 57

Which of the following is a characteristic of a service item in a sales order?

- A. The Delivering Plant field is not required.
- B. The item in the sales order is blocked for delivery.
- **C. The material has a specific item category group.**
- D. The service item has no schedule line assigned.

Answer: C

Explanation:

Sales Process and Analytics

NEW QUESTION # 58

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- **A. Set up condition tables and assign them to the relevant access sequences.**
- **B. Set up condition types and assign them to the relevant pricing procedure.**
- C. Set up condition tables and assign them to the relevant condition types.
- D. Set up the pricing procedure and assign it to the relevant sales document type.

Answer: A,B

NEW QUESTION # 59

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Ensure all affected orders are included in a backorder processing run.
- B. Create a material listing that includes both the ordered and substitution materials.
- C. Create an assortment module that determines the permitted substitution materials.
- **D. Create a material determination record with an appropriate substitution reason.**

Answer: D

Explanation:

To automatically supply customers with an alternative material if the ordered material is not available, you would:

C . Create a material determination record with an appropriate substitution reason: Material determination allows you to automatically replace requested materials with alternatives under specified conditions.

NEW QUESTION # 60

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. MRP type
- **B. Delivery type**

- C. Shipping point
- D. Higher-level item category
- E. Item category group

Answer: B,D,E

Explanation:
Sales Process and Analytics

NEW QUESTION # 61

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Item number increment
- B. Billing type for cancellation
- C. Default delivery type for billing
- D. Reference mandatory indicator

Answer: A,B

Explanation:
Billing Process and Customizing

NEW QUESTION # 62

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