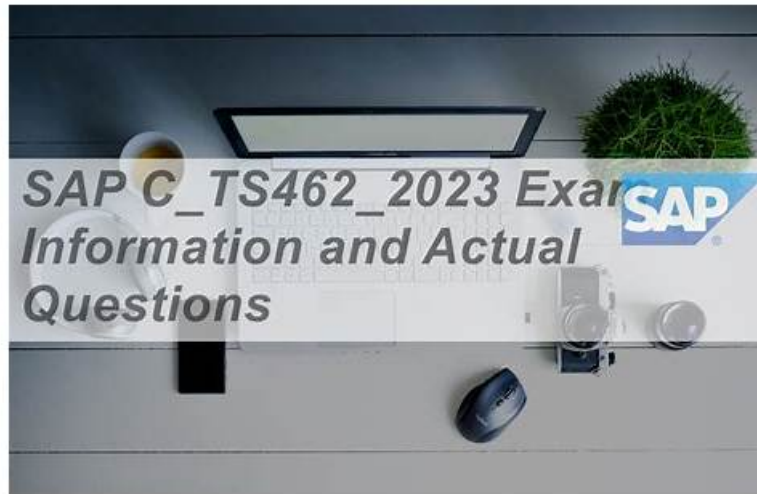


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SAP C_TS462_2023 Exam Syllabus Topics:

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	• 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	• 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 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	• 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 6	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q32-Q37):

NEW QUESTION # 32

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple distribution channels to one company code.
- **B. Assign multiple loading points to a plant.**
- C. Assign a plant to multiple sales organizations/distribution channels.
- **D. Assign multiple plants to one company code.**
- **E. Assign a shipping point to multiple plants.**

Answer: B,D,E

Explanation:

Possible organizational structure assignments include:

B . Assign multiple loading points to a plant: A plant can have several loading points, which are places within the plant from where goods are loaded for shipping.

C . Assign multiple plants to one company code: Multiple plants can operate under the same company code, representing legal and accounting entities.

E . Assign a shipping point to multiple plants: A shipping point, the place where goods are shipped from, can serve multiple plants, facilitating centralized distribution.

NEW QUESTION # 33

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- **A. Condition class**
- B. Exclusion indicator
- C. Condition function
- D. Header condition

Answer: A

NEW QUESTION # 34

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

Answer: D

Explanation:

Number ranges for business partner numbers are defined at the business partner grouping level, which determines how business partners are categorized and numbered in the system.

NEW QUESTION # 35

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note:
There are 2 correct answers to this question.

- A. RFC
- B. IDoc
- C. OData
- D. SOAP

Answer: C,D

Explanation:
Managing Clean Core

NEW QUESTION # 36

Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- A. The delivery block setting
- B. The billing type setting
- C. The reference mandatory setting
- D. The item category setting

Answer: B

Explanation:
The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:
D. The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

NEW QUESTION # 37

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