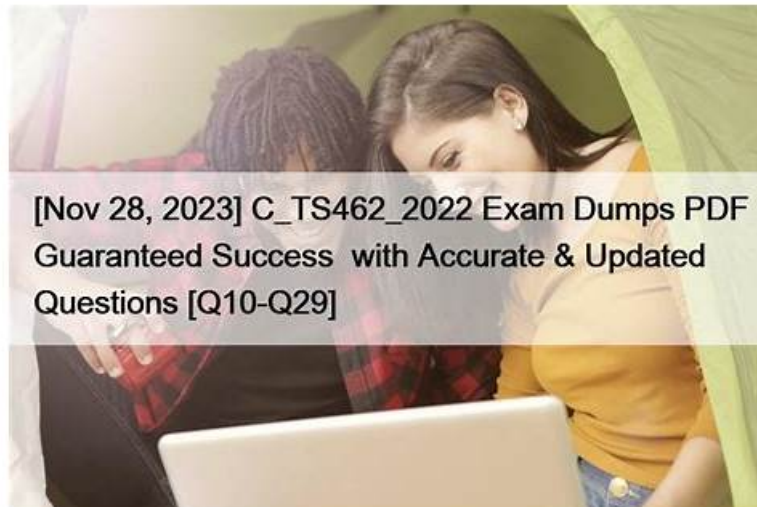


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	<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.
Topic 3	<ul style="list-style-type: none">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

Topic 4	<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 5	<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 6	<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 7	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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

NEW QUESTION # 11

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The With Reservations indicator is set in the configuration of the scope of availability check.
- B. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- C. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.
- D. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.

Answer: A

Explanation:

The setting that could lead to the complete confirmation of the ordered quantity despite only partial stock availability is:

D. The With Reservations indicator is set in the configuration of the scope of availability check: This setting might allow the system to confirm the full order quantity based on anticipated stock receipts within the replenishment lead time.

NEW QUESTION # 12

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

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

Answer: A,B,C

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 # 13

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. Header condition
- C. Condition function

- **D. Exclusion indicator**

Answer: D

Explanation:

In SAP S/4HANA, a pricing procedure determines how pricing conditions (e.g., PROO, PR02, PN00, HM00) are applied to calculate the final price in a sales document, such as a sales order. The question states that only one of several condition types for a price is taken into account, meaning that only one price condition is selected or applied, while the others are ignored. This behavior is controlled by the Exclusion indicator in the pricing procedure configuration.

Let's break down the question and analyze each option to understand why the Exclusion indicator is the correct choice:

Understanding Pricing in SAP S/4HANA

- * A pricing procedure is a sequence of steps that determines how prices, discounts, surcharges, and taxes are calculated in a sales document.
- * Condition types (e.g., PROO, PR02, PN00, HM00) represent individual pricing elements, such as base prices, promotional prices, or net prices. Each condition type has specific settings that control its behavior.
- * When multiple condition types for prices exist in a pricing procedure (e.g., multiple price conditions), SAP allows configuration to ensure only one price is applied to avoid conflicts or double pricing.
- * The question implies that the system selects only one price condition from PROO, PR02, PN00, or HM00, which suggests a mechanism is in place to exclude the others.

Analysis of Options

* A. Condition function:

* The Condition function is not a standard term in SAP S/4HANA pricing configuration. It may refer to the role of a condition type (e.g., price, discount, surcharge), but it is not a specific setting that controls whether only one condition is applied. Instead, the condition function is determined by settings like the condition class and calculation type, which define the purpose and calculation logic of a condition type.

* Why incorrect: There is no "Condition function" setting that directly causes only one price condition to be selected among multiple price conditions.

* B. Exclusion indicator:

* The Exclusion indicator is a setting in the pricing procedure configuration that controls condition type exclusivity. It is used to define condition exclusion groups, which determine which condition types are mutually exclusive. If multiple price condition types (e.g., PROO, PR02, PN00, HM00) are assigned to an exclusion group, the system applies a rule (e.g., selecting the condition with the best price, most specific condition, or first valid condition) to ensure only one condition is active.

* In SAP, condition exclusion is configured via condition exclusion groups (transaction V/08 or SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion). For example:

* You create an exclusion group and assign condition types PROO, PR02, PN00, and HM00 to it.

* You define an exclusion rule, such as "select the condition with the lowest price" or "select the first valid condition."

* During pricing, the system evaluates the conditions in the exclusion group and applies only one based on the rule, deactivating the others.

* This mechanism perfectly explains the behavior described in the question, where only one price condition is taken into account.

* Why correct: The Exclusion indicator (via condition exclusion groups) ensures that only one of the price condition types is applied, based on the defined exclusion rule.

* C. Condition class:

* The Condition class is a setting in the condition type configuration (transaction V/06) that categorizes the condition type's purpose, such as:

* B: Prices (e.g., PROO, PR02 for base prices).

* A: Discounts or surcharges.

* C: Taxes, etc.

* While the condition class determines whether a condition is treated as a price, discount, or tax, it does not control whether multiple price conditions are mutually exclusive. For example, multiple condition types can have the condition class "B" (Prices) and still coexist unless an exclusion rule is applied.

* Why incorrect: The Condition class defines the type of condition but does not enforce the selection of only one price condition among multiple price conditions.

* D. Header condition:

* A Header condition is a setting in the condition type configuration that determines whether a condition is applied at the header level (affecting the entire document) or the item level (affecting specific items). For example, a header condition might apply a flat surcharge to the entire sales order, while item conditions like PROO or PR02 apply to specific materials.

* While header conditions affect how a condition is applied, they do not control whether only one price condition is selected from multiple price conditions at the item level.

* Why incorrect: The Header condition setting is unrelated to ensuring that only one price condition (e.g., PROO, PR02, PN00, or HM00) is applied.

Why Exclusion Indicator is the Correct Choice

- * The Exclusion indicator is part of the condition exclusion configuration in the pricing procedure. It is used to manage scenarios where multiple price condition types (e.g., PROO for standard price, PR02 for promotional price, PN00 for net price, HM00 for manual price) are defined, but only one should be applied to avoid conflicting prices.
- * For example:
 - * In the pricing procedure (transaction V/08), you define a condition exclusion group and assign PROO, PR02, PN00, and HM00 to it.
 - * You set an exclusion rule, such as:
 - * Rule A: Select the condition with the lowest price.
 - * Rule B: Select the condition with the highest price.
 - * Rule C: Select the first valid condition in the sequence.
 - * During sales order processing, the system evaluates the conditions in the exclusion group, applies the rule, and deactivates all other conditions in the group, ensuring only one price is used.
 - * This is a common setup in SAP S/4HANA to handle scenarios with multiple price conditions, such as standard prices, promotional prices, or customer-specific prices, ensuring clarity and consistency in pricing.
- Practical Context
 - * In the SAP system, condition exclusion is configured in the following path:
 - * SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion > Condition Exclusion for Groups of Conditions.
 - * Alternatively, use transaction VOK8 to maintain condition exclusion groups and assign condition types.
 - * During sales order creation, the system checks the pricing procedure, identifies the exclusion group, and applies the exclusion rule to select one condition type (e.g., PROO) while deactivating others (e.g., PR02, PN00, HM00).
 - * For example, if PROO has a price of \$100, PR02 has \$90, and the exclusion rule is "select the lowest price," the system will apply PR02 and exclude the others.
- Why Other Options Don't Fit
 - * Condition function: Not a standard SAP term or setting for controlling exclusivity.
 - * Condition class: Defines the type of condition (e.g., price vs. discount) but doesn't manage exclusivity between multiple price conditions.
 - * Header condition: Controls the level of application (header vs. item) but doesn't determine which price condition is selected.

NEW QUESTION # 14

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

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

Answer: A

Explanation:
Master Data

NEW QUESTION # 15

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

- A. Material determination
- B. Item proposal
- C. Material listing
- D. Free goods

Answer: A,D

Explanation:

The appearance of the same material as both a main item and a sub-item in an order can be caused by:

A . Free goods: This function can add an additional item to an order at no charge, which can be the same material under certain conditions.

B . Material determination: This can replace or add materials in an order based on predefined rules, potentially leading to the same material appearing more than once.

NEW QUESTION # 16

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