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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 3	• 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	• 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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q51-Q56):

NEW QUESTION # 51
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 item value is used statistically hence added to the net value.
- C. The update of the net value is not triggered after the rejection of the item.
- D. The reason for rejection does not have the appropriate configuration to exclude item value.

Answer: C

NEW QUESTION # 52
When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

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

Answer: B,C,D

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 # 53

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

Answer: A,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 # 54
Which field from the material master is used in route determination in a sales order?

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

Answer: C

Explanation:
The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

NEW QUESTION # 55
You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

- A. The higher-level item
- B. The material master data
- C. The customer master data
- D. The sales organization

Answer: A,B

Explanation:
When determining the item category in a sales document, consider:
B . The material master data: The item category group from the material master influences the determination process.
C . The higher-level item: For sub-items, the item category can be influenced by the category of the higher-level item.

NEW QUESTION # 56
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