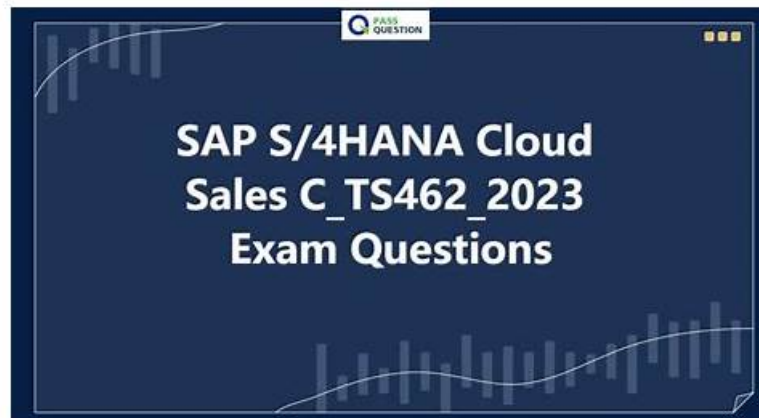


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
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	• 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 4	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q40-Q45):

NEW QUESTION # 40

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Quotation type
- B. Copying control
- C. Order item category
- D. Order type

Answer: B

NEW QUESTION # 41

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Plant to combination of sales organization and distribution channel
- B. Sales office to sales area
- C. Sales group to sales office
- D. Division to sales organization

Answer: A,D

Explanation:

Mandatory SAP S/4HANA Sales organizational unit assignments include:

A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.

B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NEW QUESTION # 42

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Pick/pack time of the warehouse number
- B. Loading time of the shipping point
- C. Transit time of the route
- D. Transportation lead time of the forwarding agent

Answer: A,B

Explanation:

Sales Process and Analytics

NEW QUESTION # 43

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

Answer: A,B

Explanation:

To set up automatic pricing in a sales order, you should:

C . Set up condition types and assign them to the relevant pricing procedure: Condition types define the various elements that can affect pricing, such as discounts or surcharges.

D . Set up condition tables and assign them to the relevant condition types: Condition tables define the combination of fields (such as material or customer) that the system uses to find pricing records.

NEW QUESTION # 44

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. Delivery requirements in material planning are updated.
- B. The warehouse task status is set to complete.
- C. The billing document can now be created.
- D. The document flow is updated.
- E. The overall status of the delivery is set to complete.

Answer: A,C,D

NEW QUESTION # 45

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