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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">• 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	<ul style="list-style-type: none">• 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 4	<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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q18-Q23):

NEW QUESTION # 18

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Governance
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Insights
- D. SAP Signavio Process Manager

Answer: A,D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 19

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

- A. Shipping point
- B. Delivery type
- C. MRP type
- D. Higher-level item category
- E. Item category group

Answer: B,D,E

NEW QUESTION # 20

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- B. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
- C. SAP Smart Business is configured entirely based on SAP Best Practices.
- D. It supports an exception-based working model.
- E. It combines real-time insights with analytics and transactional follow-up activities.

Answer: B,D,E

Explanation:

Characteristics of SAP Smart Business include:

- A . Key performance indicators (KPIs) are visualized and target thresholds can be defined: This allows users to monitor critical metrics and their performance against predefined targets.
- B . It supports an exception-based working model: SAP Smart Business helps users focus on important tasks by highlighting exceptions and areas requiring attention.
- E . It combines real-time insights with analytics and transactional follow-up activities: This integration enables users to take immediate action based on analytics insights within the same environment.

NEW QUESTION # 21

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

Answer: A,D

NEW QUESTION # 22

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Shipping point
- B. Outbound delivery type
- C. Material
- D. Outbound delivery item category

Answer: B

Explanation:

Shipping Process and Customizing




NEW QUESTION # 23

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