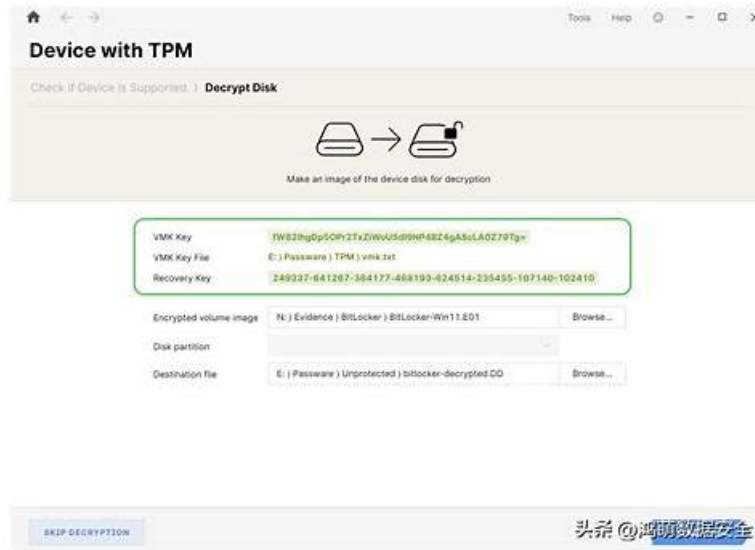


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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li> </ul>

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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q59-Q64):

### NEW QUESTION # 59

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Transportation group
- B. Shipping conditions
- C. Loading group
- D. Plant
- E. Sales document type

**Answer: B,C,D**

Explanation:

Shipping Process and Customizing

### NEW QUESTION # 60

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether a delivery should be split by warehouse number
- B. Whether the route should be redetermined
- C. Whether a storage location should be determined
- D. Whether over-delivery is allowed

**Answer: C,D**

Explanation:

Shipping Process and Customizing

### NEW QUESTION # 61

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Debit memo request
- B. Returns order
- C. Invoice correction request
- D. Invoice cancellation

**Answer: C,D**

### NEW QUESTION # 62

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

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

**Answer: B,D**

### NEW QUESTION # 63

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Sales organization
- B. Business area
- C. Profit center
- D. Company code

Answer: A,D

Explanation:

For billing as part of the sales process, the configured organizational units must include:

C . Company code: Billing documents are financial documents and are associated with a company code, which represents a legal entity in financial accounting.

D . Sales organization: The sales organization is responsible for distributing goods and services, negotiating sales conditions, and bears the responsibility for those transactions.

## NEW QUESTION # 64

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