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### SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li> </ul>
Topic 2	<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 3	<ul style="list-style-type: none"> <li>• <b>Managing Clean Core:</b> The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Billing Process and Customizing:</b> This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Organizational Structures:</b> This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li> </ul>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

### NEW QUESTION # 55

You are using incompleteness procedures in your system. To which elements can they be assigned? Note: There are 3 correct answers to this question.

- A. Schedule line category
- B. Item category
- C. Material type
- D. Partner function
- E. Business partner category

**Answer: A,B,D**

Explanation:

Incompleteness procedures can be assigned to:

A . Item category: This allows for the definition of mandatory fields at the item level in sales documents.

C . Schedule line category: Incompleteness checks can be applied to schedule lines to ensure all necessary information is provided.

E . Partner function: This ensures that all required partner functions are maintained in the document.

### NEW QUESTION # 56

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

**Answer: B,D**

### NEW QUESTION # 57

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution chain.
- B. Distribution channel
- C. Warehouse number
- D. Division

**Answer: A**

### NEW QUESTION # 58

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

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

**Answer: A,B,C**

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 # 59

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

**Answer: C,D**

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.

B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

### NEW QUESTION # 60

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