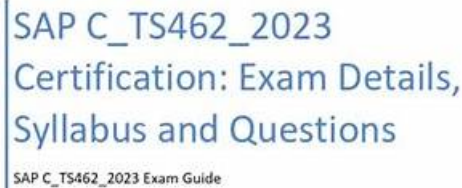


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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.
Topic 2	<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 3	<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.

Topic 4	<ul style="list-style-type: none"> 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 5	<ul style="list-style-type: none"> Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 6	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. OData
- B. IDoc
- C. SOAP
- D. RFC

Answer: A,C

Explanation:
Managing Clean Core

NEW QUESTION # 11

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid. How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Create condition with template transaction (transaction code VK14).
- B. Use the Creation of Price Lists app.
- C. Use the Manage Prices - Sales app.
- D. Use the Change condition transaction (transaction code VK12).

Answer: C,D

Explanation:
D. Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.
A. Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

NEW QUESTION # 12

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

Answer: A

Explanation:

Shipping Process and Customizing

NEW QUESTION # 13

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

Answer: A

Explanation:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

NEW QUESTION # 14

You want to change the default description of a specific condition type for selected condition records. How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- **B. Use the Change condition (VK12) transaction.**
- **C. Use the Manage Prices - Sales app.**
- D. Use report COND_AV.

Answer: B,C

Explanation:

Pricing and condition technique

NEW QUESTION # 15

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