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C_TS462_2020: SAP S/4HANA Sales Certification Exam Questions and Answers

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SAP C_TS462 Exam Syllabus Topics:

Section	Objectives
Pricing and Billing	- Pricing procedure • 1. Condition technique • 2. Pricing elements and condition records - Billing processes • 1. Billing document creation • 2. Integration with financial accounting

Configuration of Sales Processes	- Sales document configuration • 1. Copy control settings • 2. Sales document types and item categories - Partner determination and output control • 1. Output management basics • 2. Business partner roles in sales
Order Fulfillment and Logistics Integration	- Delivery processing • 1. Outbound delivery creation and processing • 2. Picking, packing, and goods issue - Inventory and warehouse integration • 1. Stock management in sales processes • 2. Integration with embedded EWM (overview)
SAP S/4HANA Sales Overview	- SAP S/4HANA architecture for Sales • 1. Cloud private edition deployment characteristics • 2. Integration with finance and logistics - Sales business processes in SAP S/4HANA • 1. Inquiry, quotation, and sales order processing • 2. Order-to-cash process
Reporting and Analytics	- Sales reporting tools • 1. Embedded analytics overview • 2. Standard SAP Fiori apps for sales analytics

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SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q207-Q212):

NEW QUESTION # 207

CHALLENGE 2; Project Packaging Item Behavior Across Order Types An order contains both catalog replenishment lines and project packaging lines. The catalog lines retain expected delivery relevance, while project lines vary after a substitution preference is applied.

Which validation best isolates the item-behavior dependency?

Response:

- A. ncrease available stock for the catalog material so all order lines can be confirmed together.
- B. hange payment terms for the customer so billing can process project lines more consistently.
- C. eview whether the project lines use the intended item category behavior and downstream relevance after substitution

context is applied.

- D. reate a temporary pricing condition to make substituted and non-substituted lines calculate the same value.

Answer: C

Explanation:

Feedback:

The variation appears at the project line after substitution context is applied, so item category behavior and downstream relevance need validation. This isolates the configuration dependency before availability, billing, or pricing is interpreted.

NEW QUESTION # 208

A regional equipment supplier is implementing SAP S/4HANA Sales in a mixed SAP S/4HANA Cloud Private Edition and on-premise landscape. During order testing, standard sales orders save successfully, but items for a newly introduced service-replacement process do not trigger the expected downstream delivery relevance. The sales order item appears complete at header level, and customer master data is valid. However, the item-level processing status remains inconsistent during execution validation. The implementation team must correct the configuration without changing the customer master or introducing a custom process. The constraint is to preserve the standard sales process while ensuring the new item behavior is correctly determined during order execution.

Which action best resolves the configuration issue at the correct system layer?

Response:

- A. hange the delivery document type assignment so the outbound delivery can accept the service-replacement item after the sales order has been saved.
- B. eview and correct the item category determination so the sales document type, item category group, usage, and higher-level item relationship lead to the intended item category behavior.
- C. pdate the customer master sales area data so the sold-to party can trigger the expected delivery processing status for the service-replacement order item.
- D. djust the sales order header incompletion procedure so the document can move past the inconsistent item-level processing status during execution.

Answer: B

Explanation:

Feedback:

This resolves the issue at the configuration layer where item behavior is determined before downstream execution. The sales document type and item-related determination inputs must bind to the correct item category so delivery relevance and processing behavior are available during validation.

NEW QUESTION # 209

A specialist building-products distributor is testing SAP S/4HANA Sales delivery processing during a mixed SAP S/4HANA Cloud Private Edition and on-premise rollout. Sales orders for oversized materials save and confirm successfully, but delivery creation fails only when the items use a newly configured crane-delivery route. The visible artifact is a delivery creation rejection after order confirmation, while customer selection, item entry, and material availability appear valid.

The logistics lead wants the sales order process preserved because the same materials work through the standard shipment route.

The constraint is to correct the delivery-processing dependency for the crane-delivery route without changing customer master data.

Which action best resolves the delivery creation rejection?

Response:

- A. dd a billing block for crane-delivery items so finance cannot invoice before logistics reviews the rejection.
- B. alidate the delivery-processing configuration and logistics-relevant assignment for the crane-delivery route so the confirmed item can pass delivery creation checks.
- C. hange the requested delivery date so the system retries delivery creation with a later schedule line.
- D. hange the customer payment terms so commercial checks complete before delivery processing starts.

Answer: B

Explanation:

Feedback:

This targets the logistics binding layer used after order confirmation. Since order entry and availability are already valid, the

confirmed item must be aligned with the crane-delivery processing requirements before delivery creation can validate successfully.

NEW QUESTION # 210

CHALLENGE 1; Contractor Account Readiness for Project-Site Release Orders Contract account managers want release orders entered quickly even when project-site ship-to data requires correction. The template owner wants later deployment waves to reuse the same contractor structure without recurring fixes.

What is the best decision?

Response:

- A. require payer and project-site ship-to readiness for affected contractor accounts while avoiding a broad block on dealer orders.
- B. lock all dealer and contractor orders until every payer and project-site record has been reviewed.
- C. allow order entry and let billing users correct payer and ship-to data after delivery completion.
- D. replace project-site ship-to records with a default distribution plant address so release orders can be entered faster.

Answer: A

Explanation:

Feedback:

This balances order-entry speed with targeted customer readiness for affected contractor accounts. It protects the reusable account structure without slowing dealer replenishment orders that already behave consistently.

NEW QUESTION # 211

A regional exhibition-fixtures distributor is testing SAP S/4HANA Sales delivery processing during a private-cloud rollout while retaining an on-premise sales operation. Sales orders for reusable booth components save and confirm successfully, but delivery creation rejects only the items assigned to a newly configured customer-collection path. The visible artifact is a delivery rejection after successful confirmation, while customer selection, item entry, and material availability remain valid.

The logistics team wants to keep standard sales order entry unchanged because the same components deliver correctly through the normal outbound path. The constraint is to correct the downstream logistics dependency for customer collection without changing customer master data or the sales document type.

Which action best resolves the customer-collection delivery rejection?

Response:

- A. validate the delivery-processing configuration and logistics-relevant assignment for the customer-collection path so the confirmed item can pass delivery creation checks.
- B. add a billing block for customer-collection items so finance cannot invoice before logistics manually reviews delivery eligibility.
- C. change the requested delivery date so the system retries delivery creation with a later schedule line.
- D. change the customer payment terms so commercial checks complete before delivery processing starts.

Answer: A

Explanation:

Feedback:

This targets the logistics binding layer used after order confirmation. Since order entry and availability are already valid, the confirmed item must be aligned with the customer-collection delivery-processing requirements before delivery creation can validate successfully.

NEW QUESTION # 212

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