

New C-P2W62-2023 Exam Guide | C-P2W62-2023 Frequent Updates



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SAP C-P2W62-2023 Exam Syllabus Topics:

Section	Weight	Objectives
Master data	<= 10%	- Business Partner (Customer) - Material Master - Customer Material Info Record
Managing Clean Core	<= 10%	- Extensibility options - Integration and API management - Clean Core principles for Sales
Sales Process and Analytics	11% - 20%	- Enterprise Reporting in SAP S/4HANA Cloud Private Edition - Standard sales order processing - Analytics for Sales
Shipping process and customizing	11% - 20%	- Shipping point determination - Delivery document creation and processing - Picking, packing, and goods issue
Pricing and condition technique	11% - 20%	- Special pricing functions - Condition types, tables, and access sequences - Pricing procedure determination
Sales documents (customizing)	11% - 20%	- Document flow and copying control - Item categories and schedule line categories - Customization of sales document types
Billing process and customizing	<= 10%	- Billing types and cancellation - Billing document creation - Account determination
Basic Functions (customizing)	<= 10%	- Output determination - Text determination - Partner determination
Organizational Structures	<= 10%	- Organizational units in Sales - Assignment of organizational units

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales Sample Questions (Q29-Q34):

NEW QUESTION # 29

Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- B. The service item has no schedule line assigned.
- C. The item in the sales order is blocked for delivery.
- D. The Delivering Plant field is not required.

Answer: A

NEW QUESTION # 30

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- B. The update of the net value is not triggered after the rejection of the item.
- C. The reason for rejection does not have the appropriate configuration to exclude item value.
- D. The item value is used statistically hence added to the net value.

Answer: C

NEW QUESTION # 31

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

Answer: B,D

NEW QUESTION # 32

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

Answer: A,C

NEW QUESTION # 33

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Item Relevant for Delivery indicator in the item category.
- B. You need to set up copying control in Logistics Execution System for the item category.
- C. You need to set up the item category as relevant for delivery-related billing.
- D. You need to set the Schedule Lines Allowed indicator in the item category.

Answer: B,D

NEW QUESTION # 34

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Both practice tests simulate the SAP C-P2W62-2023 real exam environment and produce results of your attempts on the spot. In this way, you will be able to not only evaluate your progress but also overcome mistakes before the C-P2W62-2023 actual examination. Windows computers support the SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales C-P2W62-2023 desktop practice exam software. The SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales C-P2W62-2023 web-based practice test needs an active internet connection.

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