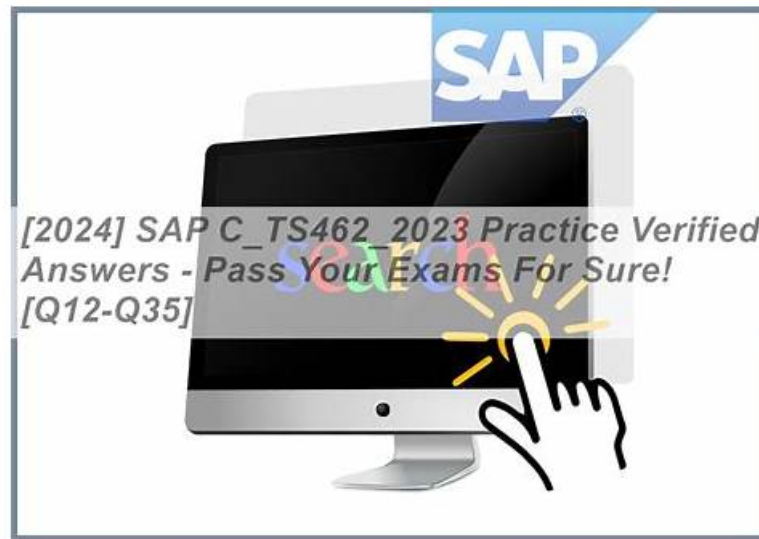


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SAP C_TS462_2023 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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 2 | <ul style="list-style-type: none">• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process. |
| Topic 3 | <ul style="list-style-type: none">• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing). |
| Topic 4 | <ul style="list-style-type: none">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure. |
| Topic 5 | <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 6 | <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 7 | <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. |

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

NEW QUESTION # 39

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- **B. You need an order item category that is configured to be billing relevant.**
- C. You need an billing item category that is configured to be billing relevant.
- D. You need a billing type that is configured to be billing relevant.

Answer: B

NEW QUESTION # 40

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- **A. Route**
- **B. Shipping point**
- C. Material group
- D. Plant
- **E. Ship-to party**

Answer: A,B,E

NEW QUESTION # 41

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

Answer: A,C

NEW QUESTION # 42

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- **A. In the access sequence, set the partner function language for this text to "sold-to party".**
- **B. Include the text type with an appropriate access sequence in the text determination procedure.**
- C. Ensure that the access sequence reads the sold-to party text first.

- D. Assign the text determination procedure to the sales document type.
- E. Assign an appropriate text type to the sales document type.

Answer: A,B,D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 43

You want to ensure that only complete sales documents can be saved.

How can you achieve this?

- A. Set the No Change Possible flag in the partner determination procedure of the sold-to party.
- B. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.
- C. Assign an incompleteness procedure to all schedule line categories used in sales.
- D. Activate the General option in status groups used in checks for sales document header fields.

Answer: B

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

NEW QUESTION # 44

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