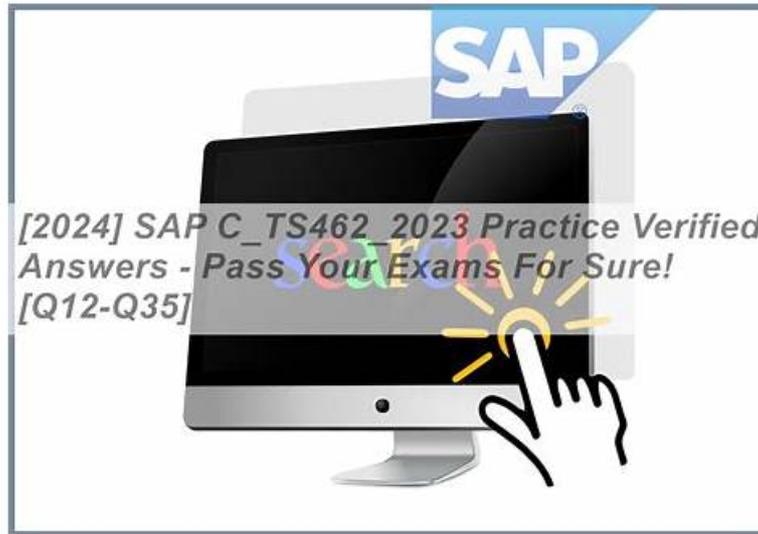


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SAP C-TS462-2023 Exam Syllabus Topics:

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"> • 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 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"> • Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q46-Q51):

NEW QUESTION # 46

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. Division
- C. Warehouse number
- D. Distribution channel

Answer: C

Explanation:

Organizational Structures

NEW QUESTION # 47

How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use customer-vendor integration.
- B. Use business partner roles.
- C. Use the common master data concept.
- D. Use multi-address handling.

Answer: A,C

Explanation:

To reduce the maintenance effort for customer master data, you can:

A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.

D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NEW QUESTION # 48

How do you restrict the reasons for rejection for a sales document?

- A. Specify the permitted reasons for rejection in the customer material info record.
- B. Specify the permitted reasons for rejection in the relevant customer master.
- C. Assign the permitted reasons for rejection to the relevant sales document type.
- D. Assign the permitted reasons for rejection to the relevant sales item category.

Answer: C

NEW QUESTION # 49

Which of the following is a prerequisite for billing?

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

Answer: A

Explanation:

A prerequisite for billing is:

C . You need an order item category that is configured to be billing relevant: This ensures that items in the order can be included in the billing document based on their category configuration.

NEW QUESTION # 50

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Issue solving is supported by a wizard based on machine learning (ML).
- **B. The process flow supports direct navigation to applications that can be used to solve problems.**
- **C. The status of a document is updated using artificial intelligence (AI) algorithms.**
- D. Color coding is used to indicate the status of a document.

Answer: B,C

NEW QUESTION # 51

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