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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 4	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 7	<ul style="list-style-type: none"><li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>
Topic 8	<ul style="list-style-type: none"><li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li></ul>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q13-Q18):

### NEW QUESTION # 13

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple plants to one company code.
- B. Assign multiple distribution channels to one company code.
- C. Assign a shipping point to multiple plants.
- D. Assign a plant to multiple sales organizations/distribution channels.
- E. Assign multiple loading points to a plant.

**Answer: A,C,E**

Explanation:

Possible organizational structure assignments include:

B . Assign multiple loading points to a plant: A plant can have several loading points, which are places within the plant from where goods are loaded for shipping.

C . Assign multiple plants to one company code: Multiple plants can operate under the same company code, representing legal and accounting entities.

E . Assign a shipping point to multiple plants: A shipping point, the place where goods are shipped from, can serve multiple plants, facilitating centralized distribution.

### NEW QUESTION # 14

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. Ship-to party
- B. Delivery date
- C. Material group
- D. Plant
- E. Incoterms

**Answer: A,D,E**

Explanation:

Fields that would prevent the inclusion of multiple sales orders in a single outbound delivery if their content was different include:

A . Ship-to party: Different ship-to parties generally require separate deliveries.

C . Plant: Goods for a delivery must come from a single plant.

D . Incoterms: Different shipping terms can necessitate separate deliveries due to varying shipping conditions.

#### NEW QUESTION # 15

To what do you assign a material listing procedure?

- A. Sales document type
- B. Sales organization and sales document type
- C. Sales area, document pricing procedure, and customer pricing procedure
- D. Sales item category

**Answer: B**

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

#### NEW QUESTION # 16

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Set the schedule line category to be relevant for delivery.
- B. Define the goods movement type in the schedule line category.
- C. Activate schedule lines allowed in the order item category.
- D. Set the order item category to be relevant for delivery.
- E. Define the goods movement type in the delivery item category.

**Answer: A,B,C**

#### NEW QUESTION # 17

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

**Answer: A,B**

#### NEW QUESTION # 18

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