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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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">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 5	<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 6	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 7	<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 8	<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.

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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