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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"> 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"> Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 4	<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 5	<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 6	<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 7	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q43-Q48):

NEW QUESTION # 43

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note:
There are 2 correct answers to this question.

- A. Copying control must exist between the sales document and the billing document.
- **B. The Billing Block field in the credit memo request must be empty.**
- C. The billing document of the original customer invoice must be cancelled.
- **D. An appropriate reason for rejection must be assigned to the original sales order item.**

Answer: B,D

NEW QUESTION # 44

You want to ensure that only complete sales documents can be saved.
How can you achieve this?

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

Answer: D

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 # 45

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Profit center
- **B. Sales organization**
- C. Business area
- **D. Company code**

Answer: B,D

Explanation:

For billing as part of the sales process, the configured organizational units must include:

C . Company code: Billing documents are financial documents and are associated with a company code, which represents a legal entity in financial accounting.

D . Sales organization: The sales organization is responsible for distributing goods and services, negotiating sales conditions, and bears the responsibility for those transactions.

NEW QUESTION # 46

To which elements do you assign a partner determination procedure? Note: There are 3 correct answers to this question.

- A. Delivery type
- B. Delivery item category
- C. Business partner category
- D. Sales item category
- E. Account group

Answer: A,D,E

Explanation:

Basic Functions (customizing)

NEW QUESTION # 47

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Material freight group
- C. Transportation group
- D. Loading group

Answer: C

Explanation:

Master Data

NEW QUESTION # 48

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