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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 2	• 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	• 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	• 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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q23-Q28):

NEW QUESTION # 23
What must every condition record contain?
Note: There are 2 correct answers to this question.

- A. Quantity
- B. Scale
- C. Validity period
- D. Calculation type

Answer: A,C

Explanation:
Every condition record in SAP must contain:
D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.
C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.
While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 24
How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

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

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 # 25
Which field from the material master is used in route determination in a sales order?

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

Answer: B

NEW QUESTION # 26
How do you limit the choice of order reasons for a sales document?

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

Answer: D

Explanation:
To limit the choice of order reasons for a sales document, you should:
C . Assign the permitted order reasons to the relevant sales document type.
This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

NEW QUESTION # 27
You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The structure scope in the item category of the main item
- B. The material entry type in the sales document type
- C. The delivery group in the item category of the sub-item
- D. The item usage during the item category determination of each sub-item

Answer: A

NEW QUESTION # 28
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