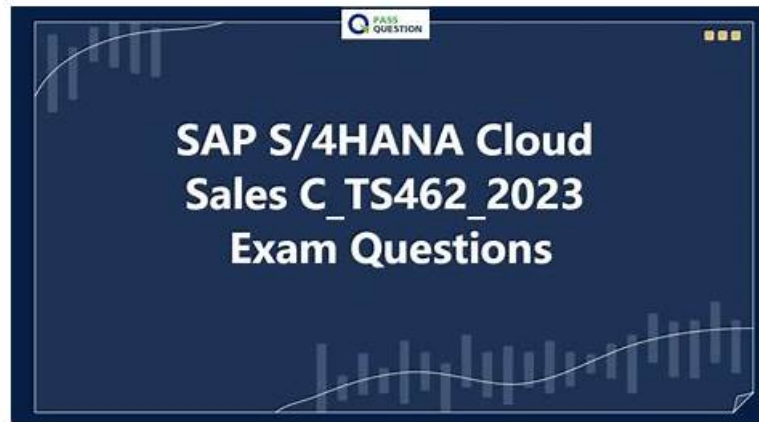


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 2	• 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 3	• 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 4	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 5	• 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	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 8	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

NEW QUESTION # 39

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

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

Answer: A,C

Explanation:

Sales Process and Analytics

NEW QUESTION # 40

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- B. Sales order type
- C. Sales order item category
- D. Shipping point

Answer: B

Explanation:

Shipping Process and Customizing

NEW QUESTION # 41

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Shipping point
- B. Distribution channel
- C. Plant
- D. Warehouse number

Answer: A

Explanation:

The organizational unit that supports the processing and monitoring of outbound deliveries is:

D . Shipping point: This is the part of an organization responsible for the shipping processes, including the preparation and handling of outbound deliveries.

NEW QUESTION # 42

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Transit time of the route
- B. Loading time of the shipping point
- C. Transportation lead time of the forwarding agent
- D. Pick/pack time of the warehouse number

Answer: B,D

Explanation:

Sales Process and Analytics

NEW QUESTION # 43

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Plant to combination of sales organization and distribution channel
- B. Sales group to sales office
- C. Sales office to sales area
- D. Division to sales organization

Answer: A,D

Explanation:

Mandatory SAP S/4HANA Sales organizational unit assignments include:

A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.

B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NEW QUESTION # 44

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