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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 4	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q22-Q27):

NEW QUESTION # 22

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted fo all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set up condition type K029 as a header condition.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set the Condition Index indicator for condition type K029.
- D. You need to set the Condition Update indicator for condition type K029.

Answer: B

Explanation:
Pricing and condition technique

NEW QUESTION # 23

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. MRP type
- B. Item category group
- C. Delivery type
- D. Shipping point
- E. Higher-level item category

Answer: B,C,E

Explanation:
The delivery item category is determined using:
A . Higher-level item category: This can influence the determination of sub-item categories in deliveries.
C . Delivery type: This plays a direct role in how items within the delivery are categorized.
E . Item category group: Defined in the material master, this influences the default item category in sales and delivery documents.

NEW QUESTION # 24

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

Answer: A,B

NEW QUESTION # 25

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The billing document can now be created.
- B. The warehouse task status is set to complete.
- C. The overall status of the delivery is set to complete.

- D. Delivery requirements in material planning are updated.
- E. The document flow is updated.

Answer: A,D,E

Explanation:
Pricing and condition technique

NEW QUESTION # 26

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do?
Note: There are 3 correct answers to this question.

- A. Assign an appropriate text type to the sales document type.
- B. Include the text type with an appropriate access sequence in the text determination procedure.
- C. Ensure that the access sequence reads the sold-to party text first.
- D. In the access sequence, set the partner function language for this text to "sold-to party".
- E. Assign the text determination procedure to the sales document type.

Answer: A,B,E

Explanation:
To ensure that a header text is automatically copied from the sold-to party to a sales order when it's not found in the quotation, and that it's in the sold-to party's language, you should:
A . Assign an appropriate text type to the sales document type: This ensures that the text field is available and can be populated in the sales document.
D . Include the text type with an appropriate access sequence in the text determination procedure: The access sequence specifies where the system looks for the text, starting with the quotation and then moving to the sold-to party if the text is not found in the quotation.
E . Assign the text determination procedure to the sales document type: This links the text determination rules, including the access sequence and text types, to the specific sales document type being used, ensuring that the text copying behavior is applied whenever a sales order of this type is created.

NEW QUESTION # 27

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