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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q41-Q46):

NEW QUESTION # 41

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- **A. Plant**
- B. Sales document type
- **C. Transportation group**
- **D. Loading group**
- E. Shipping conditions

Answer: A,C,D

Explanation:

The shipping point determination uses the following fields:

A . Transportation group: Defined in the material master and used for shipping logistics.

B . Plant: Where the goods are produced or stored, crucial for determining the shipping point.

C . Loading group: Also defined in the material master, indicates how the product is to be loaded, affecting the choice of shipping point.

NEW QUESTION # 42

How does the system determine the warehouse number in an order-to-cash process?

- **A. It is linked to a combination of plant and storage location.**
- B. It is linked to a combination of plant and distribution channel.
- C. It is linked to a combination of sales area and plant.
- D. It is linked to a combination of plant and shipping point.

Answer: A

Explanation:

The warehouse number in an order-to-cash process is determined by its linkage to:

C . It is linked to a combination of plant and storage location: This ensures that the system knows from which warehouse (within a plant and specific storage location) goods should be picked for sales orders.

NEW QUESTION # 43

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- **A. Billing type for cancellation**
- B. Default delivery type for billing
- C. Item number increment
- **D. Reference mandatory indicator**

Answer: A,D

Explanation:

In a billing type, you can configure:

A . Reference mandatory indicator: This can be set to ensure that a reference document (like a delivery or order) is required to create a billing document of this type.

B . Billing type for cancellation: This defines which billing type is used when a billing document of this type is canceled.

NEW QUESTION # 44

Where can you control whether a material availability check can be performed? Note: There are 3 correct answers to this question.

- A. In the requirements class
- B. In the material master record
- C. In the sales order item category
- D. In the schedule line category
- E. In the customer master record

Answer: A,B,D

Explanation:

A material availability check can be controlled from:

A . In the material master record: This contains settings related to availability checks for the material.

B . In the schedule line category: This determines whether and how availability checks are performed for schedule lines.

E . In the requirements class: This is linked to the material via the material master and controls the parameters for the availability check.

NEW QUESTION # 45

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- A. Procurement costs can be reduced.
- B. Capacity overloads can be avoided.
- C. Goods distribution can be optimized.
- D. More sales orders can be confirmed.

Answer: C

Explanation:

Combining material availability check with product allocations can achieve:

D . Goods distribution can be optimized: By combining these two, the system can ensure that available stock is allocated in a way that meets strategic sales and distribution objectives, optimizing overall goods distribution.

NEW QUESTION # 46

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