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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none">• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 5	<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 6	<ul style="list-style-type: none"> • 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 7	<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.

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

NEW QUESTION # 41

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Invoice correction request
- B. Returns order
- C. Invoice cancellation
- D. Debit memo request

Answer: A,C

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

Answer: C,D

NEW QUESTION # 43

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set Complete Delivery to required.
- B. In the order header, set Order Combination to allowed.
- C. In the order header, set the Complete Delivery indicator.
- D. In each order item, set Partial Deliveries to required.

Answer: D

Explanation:

Sales Process and Analytics

NEW QUESTION # 44

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Shipping point
- B. Outbound delivery item category
- C. Material
- **D. Outbound delivery type**

Answer: D

NEW QUESTION # 45

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- **A. SAP Signavio Process Manager**
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Insights
- **D. SAP Signavio Process Governance**

Answer: A,D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 46

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