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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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"> • 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 6	<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 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 information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing plan
- **B. Payment terms**
- C. Billing address
- **D. Invoicing list scheduling**

Answer: B,D

Explanation:
Master Data

NEW QUESTION # 42

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 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. Assign the text determination procedure to the sales document type.**
- **E. In the access sequence, set the partner function language for this text to "sold-to party".**

Answer: B,D,E

NEW QUESTION # 43

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

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

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 # 44

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create a material listing that includes both the ordered and substitution materials.
- B. Ensure all affected orders are included in a backorder processing run.
- C. Create a material determination record with an appropriate substitution reason.
- D. Create an assortment module that determines the permitted substitution materials.

Answer: C

Explanation:

To automatically supply customers with an alternative material if the ordered material is not available, you would:

C . Create a material determination record with an appropriate substitution reason: Material determination allows you to automatically replace requested materials with alternatives under specified conditions.

NEW QUESTION # 45

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. Fax
- B. XML
- C. E-mail
- D. DALE
- E. Print

Answer: B,C,E

Explanation:

Channels supported by BRF+ output management include:

B . Print: Traditional paper-based documents.

C . XML: Electronic data interchange format.

D . E-mail: Electronic mailing of documents.

NEW QUESTION # 46

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