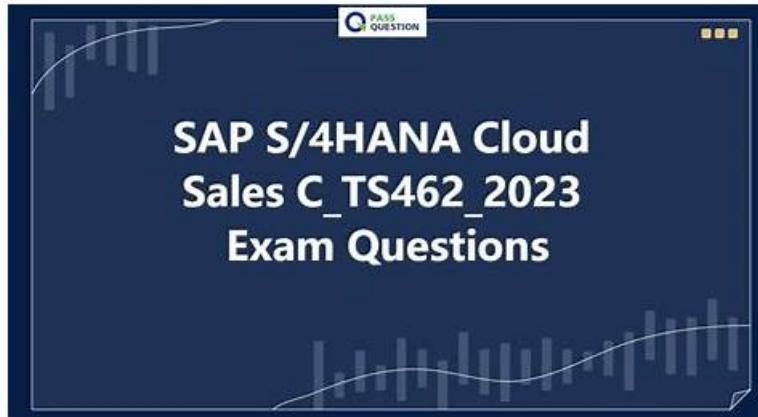


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## **SAP C\_TS462\_2023 Exam Syllabus Topics:**

<b>Topic</b>	<b>Details</b>
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>

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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q32-Q37):**

### **NEW QUESTION # 32**

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

**Answer: A,C**

Explanation:

Sales Process and Analytics

### **NEW QUESTION # 33**

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Sold-to party (SP)
- B. Ship-to party (SH)
- C. Invoicing party (11)
- D. Ordering party (1)

**Answer: A,B**

### **NEW QUESTION # 34**

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Address usage of the business partner
- B. Generic partner function
- C. Partner determination procedure
- D. Origin and source of the partner function

**Answer: A,C**

### **NEW QUESTION # 35**

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. Preceding condition contract
- B. Customer hierarchy
- C. Business partner category
- D. General value contract

**Answer: A,B**

Explanation:

The origin of a partner in a sales order can be:

B . Customer hierarchy: Partners can be determined based on their position in a customer hierarchy, which organizes customers in a tree-like structure.

D . Preceding condition contract: Partners can be inherited from a condition contract, which is a type of agreement specifying conditions like prices or discounts for a set of customers.

### NEW QUESTION # 36

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

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

**Answer: B,C**

### NEW QUESTION # 37

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