

SAP C_TS462_2023 test cram - SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details

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

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

NEW QUESTION # 22

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. Debit memo request
- C. Returns order
- D. Invoice cancellation**

Answer: A,D

NEW QUESTION # 23

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

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

Answer: A,B,C

NEW QUESTION # 24

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

Answer: C,D

Explanation:

A missing business partner of a specific partner function in a sales order could be due to:

C . Ship-to party (SH): This is a mandatory partner function in many sales processes, required for determining delivery and shipping details.

D . Sold-to party (SP): This is the main business partner in sales documents, responsible for the financial and contractual aspects of the transaction.

NEW QUESTION # 25

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Gain
- B. Drop
- C. Redistribute
- D. Fill
- E. Obtain

Answer: A,C,D

Explanation:

Confirmation strategies available in backorder processing include:

A . Fill: This strategy aims to completely fulfill as many sales orders as possible.

B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.

D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

NEW QUESTION # 26

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

Answer: D**NEW QUESTION # 27**

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