

# 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"> <li>• 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.</li> </ul>
Topic 2	<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 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>• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to 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>
Topic 7	<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>

## 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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