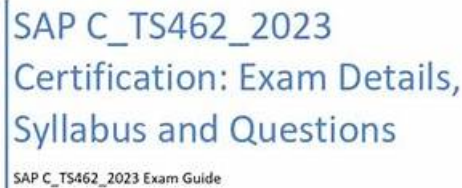


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	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 3	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 4	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 5	Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q29-Q34):

NEW QUESTION # 29

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

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

Answer: B,C,D

Explanation:

Shipping Process and Customizing

NEW QUESTION # 30

Which of the following is a prerequisite for billing?

- A. You need a billing type that is configured to be billing relevant.
- B. You need an billing item category that is configured to be billing relevant.
- C. You need a sales document type that is configured to be billing relevant.
- D. You need an order item category that is configured to be billing relevant.

Answer: D

Explanation:

A prerequisite for billing is:

C . You need an order item category that is configured to be billing relevant: This ensures that items in the order can be included in the billing document based on their category configuration.

NEW QUESTION # 31

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether the route should be redetermined
- B. Whether packing information should be entered
- C. Whether a delivery should be split by warehouse number

- D. Whether over-delivery is allowed

Answer: B,D

Explanation:

When configuring a new delivery item category, decisions include:

C . Whether packing information should be entered: This setting determines if the item requires packing during the delivery process.
D . Whether over-delivery is allowed: This setting controls if the system permits delivery of quantities exceeding the order quantity for an item

NEW QUESTION # 32

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Sales order type
- B. Shipping point
- C. Sales order item category
- D. Shipping conditions

Answer: A

Explanation:

Shipping Process and Customizing

NEW QUESTION # 33

Which of the following is a prerequisite for billing?

- A. You need a billing type that is configured to be billing relevant.
- B. You need an billing item category that is configured to be billing relevant.
- C. You need a sales document type that is configured to be billing relevant.
- D. You need an order item category that is configured to be billing relevant.

Answer: D

NEW QUESTION # 34

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