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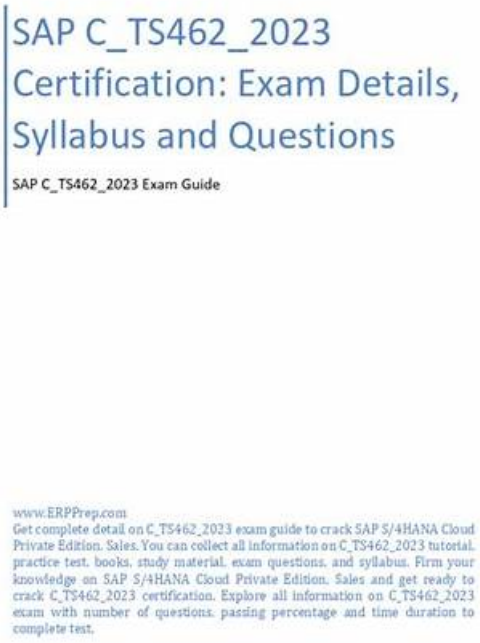

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.

Topic 3	• 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 4	• 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 5	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 6	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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Life is short for each of us, and time is precious to us. Therefore, modern society is more and more pursuing efficient life, and our C-TS462-2023 exam materials are the product of this era, which conforms to the development trend of the whole era. It seems that we have been in a state of study and examination since we can remember, and we have experienced countless tests, including the qualification examinations we now face. In the process of job hunting, we are always asked what are the achievements and what certificates have we obtained? Therefore, we get the test SAP certification and obtain the qualification certificate to become a quantitative standard, and our C-TS462-2023 learning guide can help you to prove yourself the fastest in a very short period of time.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q31-Q36):

NEW QUESTION # 31
You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition record
- B. Condition category
- C. Condition type
- D. Condition type groups

Answer: A,C

Explanation:
You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 32
In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Exclusion indicator
- B. Header condition
- C. Condition class
- D. Condition function

Answer: A

Explanation:

In SAP S/4HANA, apricing proceduredetermines how pricing conditions (e.g., PROO, PR02, PN00, HM00) are applied to calculate the final price in a sales document, such as a sales order. The question states that only one of several condition types for a price is taken into account, meaning that only one price condition is selected or applied, while the others are ignored. This behavior is controlled by theExclusion indicatorin the pricing procedure configuration.
Let's break down the question and analyze each option to understand why theExclusion indicatoris the correct choice:
Understanding Pricing in SAP S/4HANA
* Apricing procedureis a sequence of steps that determines how prices, discounts, surcharges, and taxes are calculated in a sales document.
* Condition types(e.g., PROO, PR02, PN00, HM00) represent individual pricing elements, such as base prices, promotional prices, or net prices. Each condition type has specific settings that control its behavior.
* When multiple condition types for prices exist in a pricing procedure (e.g., multiple price conditions), SAP allows configuration to ensure only one price is applied to avoid conflicts or double pricing.
* The question implies that the system selects only one price condition from PROO, PR02, PN00, or HM00, which suggests a mechanism is in place to exclude the others.
Analysis of Options
* A. Condition function:
* TheCondition functionis not a standard term in SAP S/4HANA pricing configuration. It may refer to the role of a condition type (e.g., price, discount, surcharge), but it is not a specific setting that controls whether only one condition is applied. Instead, the condition function is determined by settings like thecondition classandcalculation type, which define the purpose and calculation logic of a condition type.
* Why incorrect: There is no "Condition function" setting that directly causes only one price condition to be selected among multiple price conditions.
* B. Exclusion indicator:
* TheExclusion indicatoris a setting in the pricing procedure configuration that controls condition type exclusivity. It is used to definecondition exclusion groups, which determine which condition types are mutually exclusive. If multiple price condition types (e.g., PROO, PR02, PN00, HM00) are assigned to an exclusion group, the system applies a rule (e.g., selecting the condition with the best price, most specific condition, or first valid condition) to ensure only one condition is active.
* In SAP, condition exclusion is configured viacondition exclusion groups(transaction V/08 or SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion). For example:
* You create an exclusion group and assign condition types PROO, PR02, PN00, and HM00 to it.
* You define an exclusion rule, such as "select the condition with the lowest price" or "select the first valid condition."
* During pricing, the system evaluates the conditions in the exclusion group and applies only one based on the rule, deactivating the others.
* This mechanism perfectly explains the behavior described in the question, where only one price condition is taken into account.
* Why correct: The Exclusion indicator (via condition exclusion groups) ensures that only one of the price condition types is applied, based on the defined exclusion rule.
* C. Condition class:
* TheCondition classis a setting in the condition type configuration (transaction V/06) that categorizes the condition type's purpose, such as:
* B: Prices (e.g., PROO, PR02 for base prices).
* A: Discounts or surcharges.
* C: Taxes, etc.
* While the condition class determines whether a condition is treated as a price, discount, or tax, it does not control whether multiple price conditions are mutually exclusive. For example, multiple condition types can have the condition class "B" (Prices) and still coexist unless an exclusion rule is applied.
* Why incorrect: The Condition class defines the type of condition but does not enforce the selection of only one price condition among multiple price conditions.
* D. Header condition:
* AHeader conditionis a setting in the condition type configuration that determines whether a condition is applied at the header level (affecting the entire document) or the item level (affecting specific items). For example, a header condition might apply a flat surcharge to the entire sales order, while item conditions like PROO or PR02 apply to specific materials.
* While header conditions affect how a condition is applied, they do not control whether only one price condition is selected from multiple price conditions at the item level.
* Why incorrect: The Header condition setting is unrelated to ensuring that only one price condition (e.g., PROO, PR02, PN00, or HM00) is applied.
Why Exclusion Indicator is the Correct Choice
* TheExclusion indicatoris part of the condition exclusion configuration in the pricing procedure. It is used to manage scenarios where multiple price condition types (e.g., PROO for standard price, PR02 for promotional price, PN00 for net price, HM00 for manual price) are defined, but only one should be applied to avoid conflicting prices.
* For example:
* In the pricing procedure (transaction V/08), you define a condition exclusion group and assign PROO, PR02, PN00, and HM00

to it.
* You set an exclusion rule, such as:
* Rule A: Select the condition with the lowest price.
* Rule B: Select the condition with the highest price.
* Rule C: Select the first valid condition in the sequence.
* During sales order processing, the system evaluates the conditions in the exclusion group, applies the rule, and deactivates all other conditions in the group, ensuring only one price is used.
* This is a common setup in SAP S/4HANA to handle scenarios with multiple price conditions, such as standard prices, promotional prices, or customer-specific prices, ensuring clarity and consistency in pricing.
Practical Context
* In the SAP system, condition exclusion is configured in the following path:
* SPRO > Sales and Distribution > Basic Functions > Pricing > Condition Exclusion > Condition Exclusion for Groups of Conditions.
* Alternatively, use transactionVOK8to maintain condition exclusion groups and assign condition types.
* During sales order creation, the system checks the pricing procedure, identifies the exclusion group, and applies the exclusion rule to select one condition type (e.g., PROO) while deactivating others (e.g., PR02, PN00, HM00).
* For example, if PROO has a price of $100, PR02 has $90, and the exclusion rule is "select the lowest price," the system will apply PR02 and exclude the others.
Why Other Options Don't Fit
* Condition function: Not a standard SAP term or setting for controlling exclusivity.
* Condition class: Defines the type of condition (e.g., price vs. discount) but doesn't manage exclusivity between multiple price conditions.
* Header condition: Controls the level of application (header vs. item) but doesn't determine which price condition is selected.

NEW QUESTION # 33
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 fo 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 up condition type K029 as a group condition.
- B. You need to set up condition type K029 as a header condition.
- C. You need to set the Condition Index indicator for condition type K029.
- D. You need to set the Condition Update indicator for condition type K029.

Answer: A

Explanation:
Pricing and condition technique

NEW QUESTION # 34
How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set complete delivery to required.
- B. In each order item, set partial deliveries to required.
- C. In the order header, set the Complete Delivery indicator.
- D. In the order header, set order combination to allowed.

Answer: D

Explanation:
To enable partial deliveries for a sales order while minimizing the number of deliveries, you can:
B . In the order header, set order combination to allowed: This allows for the combination of items from different orders into a single delivery, provided other criteria like ship-to party and delivery dates match.

NEW QUESTION # 35
When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

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

Answer: A,B,E

NEW QUESTION # 36
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