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

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<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 6	<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 7	<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 8	<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>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q30-Q35):

### NEW QUESTION # 30

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Assign a group condition routine to the freight charge.
- B. Set up the freight charge as a header condition.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Set up condition type groups for the freight charge.**

**Answer: D**

Explanation:

Billing Process and Customizing

### NEW QUESTION # 31

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The app shows cost simulations for all possible order fulfillment scenarios.
- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.**
- C. Icons and colors are used in the app to represent different types of issues.
- D. The process flow can be used to directly resolve issues as quickly as possible.**

**Answer: B,D**

### NEW QUESTION # 32

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

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

**Answer: A,B**

Explanation:  
Sales Process and Analytics

### NEW QUESTION # 33

Where do you configure the default billing type to be used for delivery-related billing?

- A. **Copying control**
- B. Delivery type
- C. Sales document type
- D. Sales document item category

**Answer: A**

Explanation:

Copying control defines how data is transferred from one document to another, such as from a delivery document to a billing document. It includes settings for determining the default billing type based on the preceding document type.

### NEW QUESTION # 34

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. Pick/pack time of the warehouse number
- B. **Loading time of the shipping point**
- C. Transportation lead time of the forwarding agent
- D. **Transit time of the route**

**Answer: B,D**

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.  
B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

### NEW QUESTION # 35

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