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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	• 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 5	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q40-Q45):

NEW QUESTION # 40
You want to use billing as part of the sales process. Which organizational units must be configured? Note:
There are 2 correct answers to this question.

- A. Sales organization
- B. Business area
- C. Profit center
- D. Company code

Answer: A,D

NEW QUESTION # 41
What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. An appropriate reason for rejection must be assigned to the original sales order item.
- B. The billing document of the original customer invoice must be cancelled.
- C. Copying control must exist between the sales document and the billing document.
- D. The Billing Block field in the credit memo request must be empty.

Answer: A,D

NEW QUESTION # 42
You want to change the default description of a specific condition type for selected condition records. How can you achieve this?
Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use the Manage Prices - Sales app.
- C. Use the Change condition (VK12) transaction.
- D. Use report COND_AV.

Answer: B,C

Explanation:
To change the default description of a specific condition type for selected condition records, you can:
A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.
D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 43
You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Set the Exclusion indicator in the condition record for the special price.
- B. Create a condition record for a customer-specific price.
- C. Activate the Condition Update indicator in the condition records for the special price.
- D. Set the Exclusion indicator in the condition records for all discounts.

Answer: A

Explanation:
To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:
D . Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is

applied, other discount conditions are excluded for the calculation.

NEW QUESTION # 44

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Item number increment
- B. Billing type for cancellation
- C. Reference mandatory indicator
- D. Default delivery type for billing

Answer: A,B

Explanation:
Billing Process and Customizing

NEW QUESTION # 45

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