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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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 2	<ul style="list-style-type: none">• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 3	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q22-Q27):

NEW QUESTION # 22

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 a sales document type that is configured to be billing relevant.
- C. You need an billing item category 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 # 23

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Create delivery group
- **B. Goods movement type**
- **C. Delivery relevance**
- D. Structure scope

Answer: B,C

NEW QUESTION # 24

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app Note: There are 2 correct answers to this question.

- A. With transaction VF04, a user can cancel a collective billing run.
- **B. With the app, a user can block the automatic posting of billing documents.**
- C. With the app, a user can set default billing blocks for sales documents.
- **D. With transaction VF04, a user can generate a log for the collective run.**

Answer: B,D

Explanation:

Billing Process and Customizing

NEW QUESTION # 25

Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- **A. The billing type setting**
- B. The reference mandatory setting
- C. The delivery block setting
- D. The item category setting

Answer: A

Explanation:

The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:

D . The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

NEW QUESTION # 26

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution channel
- B. Sales organization
- C. Division
- **D. Distribution chain**

Answer: D

Explanation:

To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:

C . Distribution chain

In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods

NEW QUESTION # 27

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