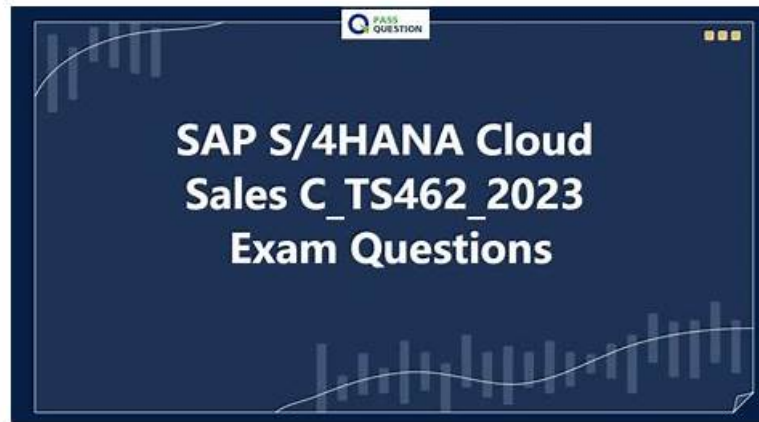


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	<ul style="list-style-type: none">• 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 4	<ul style="list-style-type: none">• 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 5	<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 6	<ul style="list-style-type: none">• 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 (Q57-Q62):

NEW QUESTION # 57

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Validity period
- B. Scale
- C. Quantity
- D. Calculation type

Answer: A,D

NEW QUESTION # 58

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. Fax
- B. DALE
- C. XML
- D. Print
- E. E-mail

Answer: C,D,E

Explanation:

Channels supported by BRF+ output management include:

- B . Print: Traditional paper-based documents.
- C . XML: Electronic data interchange format.
- D . E-mail: Electronic mailing of documents.

NEW QUESTION # 59

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

Answer: C,D

NEW QUESTION # 60

What must every condition record contain?

Note: There are 2 correct answers to this question.

- A. Validity period
- B. Scale
- C. Calculation type
- D. Quantity

Answer: A,D

Explanation:

Every condition record in SAP must contain:

D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.

C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.

While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 61

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- **A. The structure scope in the item category of the main item**
- B. The delivery group in the item category of the sub-item
- C. The material entry type in the sales document type
- D. The item usage during the item category determination of each sub-item

Answer: A

Explanation:

To ensure components automatically appear as sub-items in an order for a product with a bill of material, you must set:

B . The structure scope in the item category of the main item: This determines whether and how sub-items (components) are included in sales documents.

NEW QUESTION # 62

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