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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
Topic 4	<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 5	<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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q56-Q61):

NEW QUESTION # 56

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The billing document can now be created.
- B. The warehouse task status is set to complete.
- C. The document flow is updated.
- D. Delivery requirements in material planning are updated.
- E. The overall status of the delivery is set to complete.

Answer: A,C,D

Explanation:

Pricing and condition technique

NEW QUESTION # 57

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. OLAP now uses its own set of aggregated data.
- B. OLTP now runs on the data sets provided by OLAP.
- C. OLAP now uses real-time data.
- D. There is no longer a need for Extract, Transform, and Load (ETL) activities.

Answer: C,D

Explanation:

Direct results of combining OLTP and OLAP on a single platform in SAP S/4HANA include:

B . OLAP now uses real-time data: With SAP S/4HANA, analytical processes can access live transactional data, enabling real-time insights.

D . There is no longer a need for Extract, Transform, and Load (ETL) activities: Since the same system is used for both OLTP and OLAP, data does not need to be moved between systems, reducing the need for ETL processes.

NEW QUESTION # 58

The delivering plant should be determined automatically for a sales order item.

Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Material determination
- B. Sold-to party
- C. Ship-to party
- D. Material master
- E. Customer material info record

Answer: B,D,E

NEW QUESTION # 59

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Manager
- B. SAP Signavio Process Insights

- C. SAP Signavio Process Intelligence
- D. SAP Signavio Process Governance

Answer: A,D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 60

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Loading group
- B. Plant
- C. Shipping conditions
- D. Transportation group
- E. Sales document type

Answer: A,B,C

Explanation:

Shipping Process and Customizing

NEW QUESTION # 61

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