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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	<ul style="list-style-type: none"> Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 3	<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 4	<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 (Q61-Q66):

NEW QUESTION # 61

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

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

Answer: B,C

NEW QUESTION # 62

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

Answer: B,C

Explanation:

Differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app include:

B . With transaction VF04, a user can simulate the creation of multiple billing documents: This feature allows users to preview the results of the billing run without actually generating the documents.

C . With transaction VF04, a user can cancel a collective billing run: This functionality provides users with the option to undo a billing run if necessary, which might not be directly available in the Fiori app.

NEW QUESTION # 63

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

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

Answer: B,C

Explanation:

Features of the Sales Order Fulfillment Issues app include:

A . The app allows a user to monitor sales orders in critical stages and efficiently address issues: This helps in quickly identifying and resolving issues that can delay order processing.

C . Icons and colors are used in the app to represent different types of issues: This visual representation helps users quickly understand the nature and severity of issues.

NEW QUESTION # 64

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

Answer: D

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 # 65

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

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

Answer: B,C

Explanation:

Pricing and condition technique

NEW QUESTION # 66

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