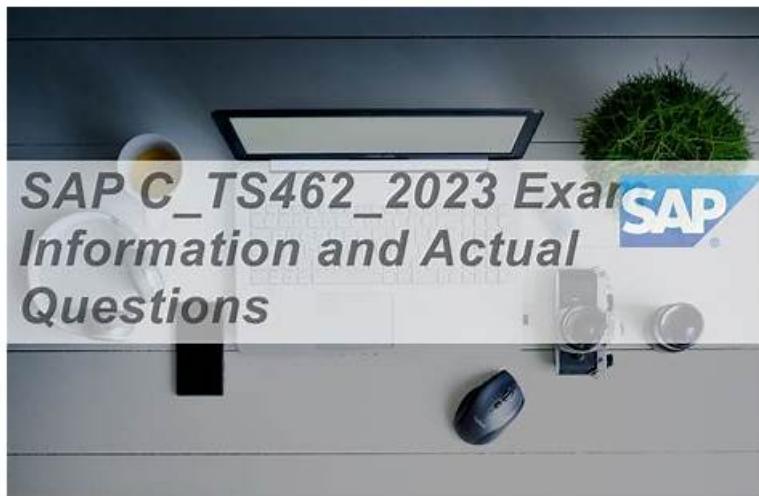


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SAP C_TS462_2023 Exam Syllabus Topics:

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">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 3	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
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.
Topic 6	<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 7	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

NEW QUESTION # 55

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. Division
- **C. Distribution chain**
- D. Sales organization

Answer: C

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 # 56

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- **A. Loading time of the shipping point**
- **B. Transit time of the route**
- C. Transportation lead time of the forwarding agent
- D. Pick/pack time of the warehouse number

Answer: A,B

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.

B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

NEW QUESTION # 57

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

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

Answer: B,C

Explanation:

NEW QUESTION # 58

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- B. The item value is used statistically hence added to the net value.
- C. The reason for rejection does not have the appropriate configuration to exclude item value.
- D. **The update of the net value is not triggered after the rejection of the item**

Answer: D

NEW QUESTION # 59

Which field from the material master is used in route determination in a sales order?

- A. Material freight group
- B. Weight group
- C. Loading group
- D. **Transportation group**

Answer: D

NEW QUESTION # 60

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