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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 5	<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 6	<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

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a shift sequence to the working times.
- **B. Maintain the transit time in the route in hours and minutes.**
- **C. Assign a set of working times to the shipping point.**
- **D. Assign a set of working times to the plant.**
- E. Maintain shifts defining the times for starting and ending work.

Answer: B,C,D

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

NEW QUESTION # 23

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- **A. Address usage of the business partner**
- **B. Partner determination procedure**
- C. Generic partner function
- D. Origin and source of the partner function

Answer: A,B

Explanation:

In a sales document using multiple address handling, address determination can be configured at:

A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.

D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 24

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- **B. Business partner grouping**
- C. Business partner role
- D. Business partner category

Answer: B

Explanation:

Number ranges for business partner numbers are defined at the business partner grouping level, which determines how business partners are categorized and numbered in the system.

NEW QUESTION # 25

Where do you configure the default billing type to be used for delivery-related billing?

- A. Sales document type
- B. Sales document item category
- C. Delivery type
- D. Copying control

Answer: A

Explanation:

Billing Process and Customizing

NEW QUESTION # 26

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

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

Answer: A,D

Explanation:

In a billing type, you can configure:

A . Reference mandatory indicator: This can be set to ensure that a reference document (like a delivery or order) is required to create a billing document of this type.

B . Billing type for cancellation: This defines which billing type is used when a billing document of this type is canceled.

NEW QUESTION # 27

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