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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	• 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	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 6	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 7	• 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 8	• 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 (Q31-Q36):

NEW QUESTION # 31
Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Factsheets
- B. SAP S/4HANA embedded analytics
- C. Transactional apps
- D. SAP Smart Business

Answer: D

Explanation:
The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:
A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

NEW QUESTION # 32
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 shifts defining the times for starting and ending work.
- C. Maintain the transit time in the route in hours and minutes.
- D. Assign a set of working times to the plant.
- E. Assign a set of working times to the shipping point.

Answer: C,D,E

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 # 33

Which of the following is a characteristic of decision table processing as used in BRF+ output management?

- A. It is possible to maintain multiple condition column cells, but only one result column cell for each table row
- B. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- C. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- D. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.

Answer: D

Explanation:

A characteristic of decision table processing in BRF+ output management is:

B . It is possible to evaluate the content of condition column cells by using comparison operators or value ranges: This allows for flexible and complex decision-making logic based on the data entered into the decision table.

NEW QUESTION # 34

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Creation of Price Lists app.
- C. Use the Create condition with template transaction (transaction code VK14).
- D. Use the Change condition transaction (transaction code VK12).

Answer: A,D

Explanation:

D . Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A . Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

NEW QUESTION # 35

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

Answer: B,C

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 36

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