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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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	• 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	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 6	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 8	• 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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Quiz 2025 C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Marvelous New Test Guide

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q59-Q64):

NEW QUESTION # 59

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of sales area and plant.
- B. It is linked to a combination of plant and storage location.
- C. It is linked to a combination of plant and distribution channel.
- D. It is linked to a combination of plant and shipping point.

Answer: B

NEW QUESTION # 60

Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- A. The delivery block setting
- B. The reference mandatory setting
- C. The billing type setting
- D. The item category setting

Answer: C

Explanation:

The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:

D . The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

NEW QUESTION # 61

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.
- **B. The With Reservations indicator is set in the configuration of the scope of availability check.**
- C. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- D. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.

Answer: B

Explanation:

The setting that could lead to the complete confirmation of the ordered quantity despite only partial stock availability is:

D . The With Reservations indicator is set in the configuration of the scope of availability check: This setting might allow the system to confirm the full order quantity based on anticipated stock receipts within the replenishment lead time.

NEW QUESTION # 62

What must every condition record contain?

Note: There are 2 correct answers to this question.

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

Answer: A,C

Explanation:

Every condition record in SAP must contain:

D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.

C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.

While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 63

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The item category usage provided by the ABAP code
- **B. The item category of the higher-level item**
- **C. The item category group from the material master**
- **D. The condition category for the discount condition type**
- E. The material price group from the material master

Answer: B,C,D

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

NEW QUESTION # 64

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