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## SAP C-TS462-2023 Exam Syllabus Topics:

| Topic | Details |
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| 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 | • 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 | • 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 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 | • 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 6 | • Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process. |

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q16-Q21):

**NEW QUESTION # 16**
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. Transit time of the route
- B. Transportation lead time of the forwarding agent
- C. Pick/pack time of the warehouse number
- D. Loading time of the shipping point

**Answer: A,D**

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 # 17**
When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- B. Sales order type
- C. Shipping point
- D. Sales order item category

**Answer: B**

**NEW QUESTION # 18**
Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. MRP type
- B. Higher-level item category
- C. Delivery type

- D. Item category group
- E. Shipping point

**Answer: B,C,D**

Explanation:
Sales Process and Analytics

**NEW QUESTION # 19**
When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Redistribute
- B. Gain
- C. Fill
- D. Obtain
- E. Drop

**Answer: A,B,C**

Explanation:
Sales Process and Analytics

**NEW QUESTION # 20**
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 the app, a user can block the automatic posting of billing documents.
- D. With transaction VF04, a user can simulate the creation of multiple billing documents.

**Answer: B,D**

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 # 21**
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