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

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>

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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q58-Q63):

### NEW QUESTION # 58

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. It combines real-time insights with analytics and transactional follow-up activities.
- B. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- C. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
- D. SAP Smart Business is configured entirely based on SAP Best Practices.
- E. It supports an exception-based working model.

**Answer: A,C,E**

Explanation:

Characteristics of SAP Smart Business include:

A . Key performance indicators (KPIs) are visualized and target thresholds can be defined: This allows users to monitor critical metrics and their performance against predefined targets.

B . It supports an exception-based working model: SAP Smart Business helps users focus on important tasks by highlighting exceptions and areas requiring attention.

E . It combines real-time insights with analytics and transactional follow-up activities: This integration enables users to take immediate action based on analytics insights within the same environment.

### NEW QUESTION # 59

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Plant to combination of sales organization and distribution channel
- B. Sales office to sales area

- C. Sales group to sales office
- D. Division to sales organization

**Answer: A,D**

#### NEW QUESTION # 60

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. Delivery requirements in material planning are updated.
- B. The overall status of the delivery is set to complete.
- C. The warehouse task status is set to complete.
- D. The document flow is updated.
- E. The billing document can now be created.

**Answer: A,D,E**

#### NEW QUESTION # 61

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. Division
- B. Distribution chain.
- C. Warehouse number
- D. Distribution channel

**Answer: C**

Explanation:  
Organizational Structures

#### NEW QUESTION # 62

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

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

**Answer: A,B**

Explanation:  
Billing Process and Customizing

#### NEW QUESTION # 63

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