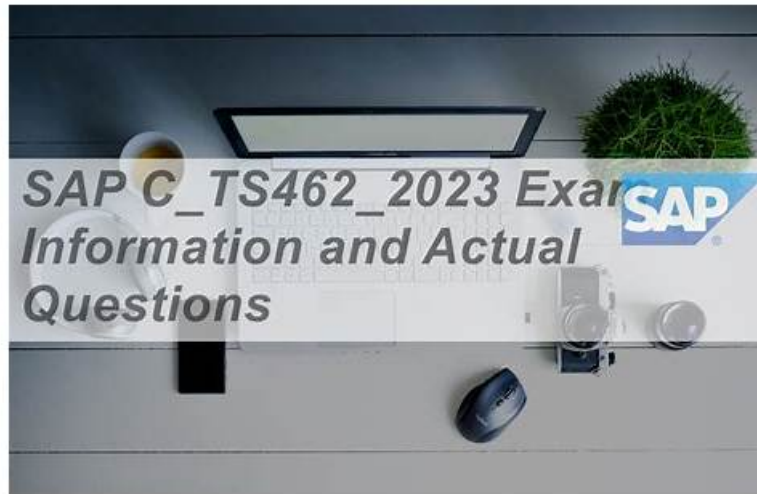


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	• 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 5	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 6	• 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 7	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
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 (Q29-Q34):

NEW QUESTION # 29

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Index indicator for condition type K029.
- **B. You need to set up condition type K029 as a group condition.**
- C. You need to set up condition type K029 as a header condition.
- D. You need to set the Condition Update indicator for condition type K029.

Answer: B

Explanation:

Pricing and condition technique

NEW QUESTION # 30

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Solution Manager
- B. SAP Cloud ALM
- **C. SAP Best Practices**
- D. Lean IX

Answer: C

NEW QUESTION # 31

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You must set up a periodic billing plan for the invoice list creation.
- **B. You must create an invoice list at specified time intervals or on specific dates.**
- C. You use preliminary billing documents for the invoice list creation.
- **D. You must send the payer a single invoice list instead of the individual invoices.**

Answer: B,D

Explanation:

Billing Process and Customizing

NEW QUESTION # 32

To what do you assign a material listing procedure?

- A. Sales area, document pricing procedure, and customer pricing procedure
- **B. Sales organization and sales document type**
- C. Sales item category
- D. Sales document type

Answer: B

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

NEW QUESTION # 33

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- **A. Text determination procedure**
- B. Text procedure assignment
- C. Text ID
- D. Access sequence

Answer: A

NEW QUESTION # 34

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