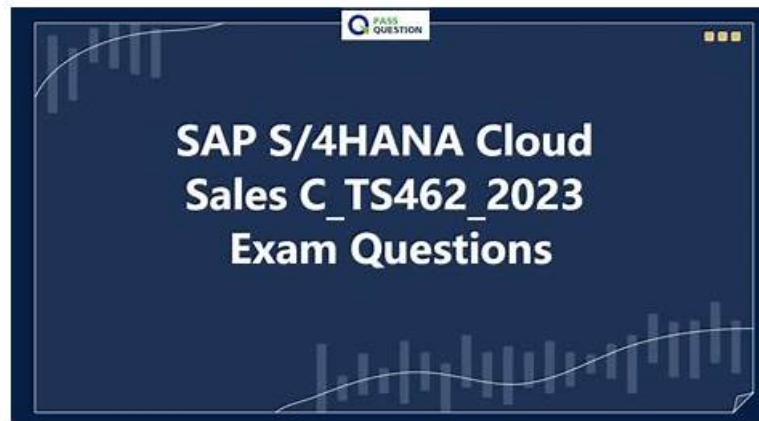


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## SAP C\_TS462\_2023 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>                                                                                              |
| Topic 2 | <ul style="list-style-type: none"><li>• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>                                                                                               |
| Topic 3 | <ul style="list-style-type: none"><li>• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>                                                                                                                             |
| Topic 4 | <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 5 | <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 6 | <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 7 | <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>                                                                                         |

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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q21-Q26):**

### **NEW QUESTION # 21**

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- B. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.
- C. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.
- D. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.

**Answer: C,D**

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

### **NEW QUESTION # 22**

Which of the following basic functions are based on the condition technique? Note: There are 3 correct answers to this question.

- A. Free goods
- B. Listing and exclusion
- C. Incompletion processing
- D. Account determination
- E. Partner determination

**Answer: B,D,E**

Explanation:

Basic functions based on the condition technique include:

A . Partner determination: The condition technique can be used to define rules for determining partners in various business transactions.

B . Listing and exclusion: This function allows specifying which products can or cannot be sold in certain areas, to certain customers, etc.

C . Account determination: This is crucial for determining the correct G/L accounts for posting sales transactions, based on conditions like material, customer, and sales area.

### **NEW QUESTION # 23**

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set up the item category as relevant for delivery-related billing.
- B. You need to set the Schedule Lines Allowed indicator in the item category.
- C. You need to set the Item Relevant for Delivery indicator in the item category.
- D. You need to set up copying control in Logistics Execution System for the item category.

**Answer: A,B**

#### NEW QUESTION # 24

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Listing
- C. Pricing reports
- D. Price lists

**Answer: A,D**

#### NEW QUESTION # 25

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

- A. Shipping point
- B. MRP type
- C. Higher-level item category
- D. Delivery type
- E. Item category group

**Answer: C,D,E**

Explanation:

Sales Process and Analytics

#### NEW QUESTION # 26

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