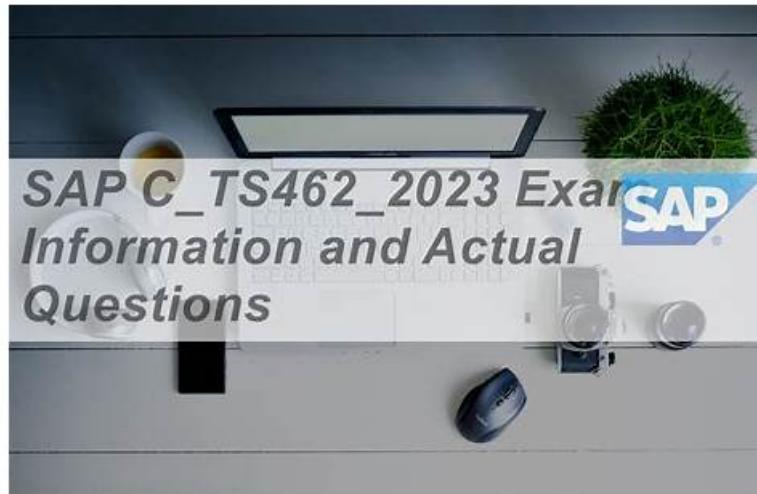


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
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	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q25-Q30):

NEW QUESTION # 25

You want to ensure that only complete sales documents can be saved.

How can you achieve this?

- A. Set the No Change Possible flag in the partner determination procedure of the sold-to party.
- **B. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.**
- C. Assign an incompleteness procedure to all schedule line categories used in sales.
- D. Activate the General option in status groups used in checks for sales document header fields.

Answer: B

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A . Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

NEW QUESTION # 26

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Returns order
- **B. Invoice cancellation**
- C. Debit memo request
- **D. Invoice correction request**

Answer: B,D

NEW QUESTION # 27

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

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

Answer: C,D

Explanation:

Characteristics of an invoice list process include:

B . You must send the payer a single invoice list instead of the individual invoices: This consolidates multiple invoices into a single document for the payer.

C . You must create an invoice list at specified time intervals or on specific dates: This defines the periodic nature of invoice list creation, bundling invoices over a set period.

NEW QUESTION # 28

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

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

Answer: A,B,D

Explanation:
Sales Process and Analytics

NEW QUESTION # 29

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- **A. Condition type**
- B. Condition type groups
- **C. Condition record**
- D. Condition category

Answer: A,C

Explanation:
You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 30

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