



SAP

C_TS462_2023 Exam

**SAP Certified Associate - SAP S/4HANA Cloud Private Edition,
Sales**

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Version: 4.1

Question: 1

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

Answer: A, D

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.

Reference: [SAP S/4HANA Cloud, private edition, and SAP S/4HANA for Sales | 2022 release – Part 1 | SAP Blogs](#), page 28; [Sales Processes in SAP S/4HANA Sales](#), page 60.

Question: 2

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- B. Sales document item category
- C. Sales document type
- D. Delivery type

Answer: A

Explanation:

Copying control defines how data is transferred from one document to another, such as from a delivery document to a billing document. It includes settings for determining the default billing type based on the preceding document type.

Question: 3

Which field from the material master is used in route determination in a sales order?

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- A. Weight group
- B. Loading group
- C. Transportation group
- D. Material freight group

Answer: C

Explanation:

The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

Question: 4

You maintain a sales order with several items and apply a freight charge. The system should automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Set up condition type groups for the freight charge.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Set up the freight charge as a header condition.
- D. Assign a group condition routine to the freight charge.

Answer: C

Explanation:

By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

Question: 5

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid. How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Manage Prices - Sales app.
- B. Use the Create condition with template transaction (transaction code VK14).
- C. Use the Creation of Price Lists app.
- D. Use the Change condition transaction (transaction code VK12).

Answer: A, D

Explanation:

D . Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A . Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

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