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SAP C_P2W62_2023

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



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Subjects

1. Sales documents (customizing)
2. Shipping Process and Customizing
3. Sales Process and Analytics
4. Pricing and condition technique
5. Billing Process and Customizing
6. Organizational Structures
7. Master Data
8. Managing Clean Core
9. Basic Functions (customizing)

Topic: 1

Sales documents (customizing)

Question: 1

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

Answer: A, C

Sales documents (customizing)

Question: 2

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Create delivery group
- B. Delivery relevance
- C. Structure scope
- D. Goods movement type

Answer: B, D

Sales documents (customizing)

Question: 3

You sell a product for which there is a bill of material.

What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The item usage during the item category determination of each sub-item
- B. The delivery group in the item category of the sub-item
- C. The material entry type in the sales document type
- D. The structure scope in the item category of the main item

Answer: D

Sales documents (customizing)

Question: 4

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- B. The reason for rejection does not have the appropriate configuration to exclude item value.
- C. The item value is used statistically hence added to the net value.
- D. The update of the net value is not triggered after the rejection of the item.

Answer: B

Sales documents (customizing)

Question: 5

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The customer master data
- B. The sales organization
- C. The higher-level item
- D. The material master data

Answer: C, D

Sales documents (customizing)

Question: 6

How do you restrict the reasons for rejection for a sales document?

- A. Assign the permitted reasons for rejection to the relevant sales document type.
- B. Assign the permitted reasons for rejection to the relevant sales item category.
- C. Specify the permitted reasons for rejection in the relevant customer master.
- D. Specify the permitted reasons for rejection in the customer material info record.

Answer: B

Sales documents (customizing)

Question: 7

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Order type
- C. Order item category
- D. Quotation type

Answer: A

Topic: 2

Shipping Process and Customizing

Question: 8

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Plant
- C. Material group
- D. Shipping point
- E. Ship-to party

Answer: A, B, D

Shipping Process and Customizing

Question: 9

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain the transit time in the route in hours and minutes.
- B. Assign a shift sequence to the working times.
- C. Assign a set of working times to the plant.
- D. Assign a set of working times to the shipping point.
- E. Maintain shifts defining the times for starting and ending work.

Answer: A, D, E

Shipping Process and Customizing

Question: 10

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Outbound delivery type
- B. Material
- C. Outbound delivery item category
- D. Shipping point

Answer: A

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