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S/4HANA Cloud Private Edition, Sales**



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Topic: 1

Micro Skill Drill Exam

Question: 1

A regional precision-parts supplier is validating SAP S/4HANA Sales order promising during a private-cloud rollout while a retained on-premise process remains active for legacy product lines. A newly introduced configured-assembly product family saves successfully in sales orders, and schedule lines are generated. During validation, the confirmed delivery date is earlier than the assembly readiness window expected for that product family. The visible artifact is a schedule-line confirmation that later conflicts with execution readiness, even though standard products using the same order type schedule correctly. Operations wants feasible confirmations before releasing the product family to users. The constraint is to correct product-specific scheduling behavior without delaying all orders using the same sales document type.

Which action best corrects the confirmation behavior for the configured-assembly products?

Response:

- A. Add a delivery block for configured-assembly products so warehouse users can manually review readiness before shipment.
- B. Change the requested delivery date proposal so all products using the order type receive later confirmation dates.
- C. Adjust billing relevance so commercial processing waits until assembly readiness is confirmed.
- D. Validate the product-related availability and delivery scheduling configuration so assembly readiness is reflected during schedule-line confirmation.

Answer: D

Explanation:

Feedback:

This resolves the issue at the availability and scheduling configuration layer. The configured-assembly product family must use the correct scheduling behavior before confirmation can produce a feasible delivery date.

Question: 2

A regional industrial-fluid supplier is preparing SAP S/4HANA Sales for a mixed SAP S/4HANA Cloud Private Edition and retained on-premise rollout. A converted contract customer is active as a business partner and can be selected as the sold-to party. Orders save correctly in the established sales area, but in a newly activated sales area the expected ship-to partner and shipping-condition proposal are not derived during order entry. The visible artifact is an active customer relationship with proposal data complete in one sales context and incomplete in another.

The project team must preserve one shared customer identity because the customer will transact through both retained and new sales operations. The constraint is to restore standard proposal behavior without creating a duplicate customer or changing the sales order type.

What should the consultant validate first to correct the missing proposal values?

Response:

- A. Change the sales document type so ship-to and shipping-condition proposals are no longer required during order creation.
- B. Create a separate customer record for the new sales area so ship-to and shipping-condition values can be maintained independently.
- C. Validate the business partner customer role and sales-area-specific partner and shipping data so the required proposal values are available during order processing.
- D. Add an order-entry instruction so users manually enter the ship-to partner and shipping condition whenever the new sales area is selected.

Answer: C

Explanation:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but the relevant customer role and sales-area-specific values must be maintained so proposal data can be derived consistently.

Question: 3

A regional technical-components distributor is preparing SAP S/4HANA Sales for a mixed SAP S/4HANA Cloud Private Edition and retained on-premise transition. A converted buying group can be selected as the sold-to party, and orders save for the established sales area. In a newly activated sales area, order entry accepts the business partner, but the expected alternate payer and delivery-condition proposals are missing. The visible artifact is an active customer relationship with proposal data derived correctly in one sales area but incomplete in the new sales area.

The project team must preserve a single business partner identity because the buying group will transact across both retained and new sales operations. The constraint is to restore proposal behavior without duplicating the customer or changing the sales order type.

What should the consultant validate first to correct the proposal inconsistency?

Response:

- A. Change the sales document type so payer and delivery-condition proposals are no longer required during order entry.
- B. Add an order-entry instruction so users manually enter the alternate payer and delivery condition for the new sales area.
- C. Create a separate customer record for the new sales area so the alternate payer and delivery condition can be maintained independently.
- D. Validate the business partner customer role and sales-area-specific partner and shipping data so the required proposal values are available during order processing.

Answer: D

Explanation:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but the relevant customer role and sales-area-specific values must be maintained so proposal data can be derived consistently.

Question: 4

A regional industrial-cleaning products supplier is preparing SAP S/4HANA Sales for a transition from retained on-premise sales processing to SAP S/4HANA Cloud Private Edition. A converted buying-account business partner is active, selectable, and valid for an established sales area. In a newly activated sales area, the same sold-to party can be entered, but the expected bill-to partner and delivery-related proposal values are not derived. The visible artifact is an active business partner with proposal behavior complete in one context and incomplete in another.

The project team must preserve one shared customer identity because the account will transact across retained and new sales operations. The constraint is to restore proposal behavior without creating a duplicate customer or changing the sales document type.

What should the consultant validate first to correct the proposal inconsistency?

Response:

- A. Change the sales document type so bill-to and delivery-related proposals are no longer required during order creation.
- B. Add an order-entry instruction so users manually enter the missing proposal values whenever the new sales area is selected.
- C. Create a separate customer record for the new sales area so bill-to and delivery-related values can be maintained independently.
- D. Validate the business partner customer role and sales-area-specific partner and shipping data so the required proposal values are available during order processing.

Answer: D

Explanation:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but the relevant customer role and sales-area-specific values must be maintained so proposal data can be derived consistently.

Question: 5

A regional industrial safety supplier is validating SAP S/4HANA Sales during a mixed SAP S/4HANA Cloud Private Edition and retained on-premise rollout. A newly introduced replacement-after-inspection order flow allows the sales order to save and creates document flow, but selected items do not move into the expected follow-on execution state. The visible artifact is that header processing appears complete, while item status remains inconsistent only for the inspection-based replacement flow.

The sales operations lead wants the process released without adding manual item closure after order entry. The constraint is to preserve the standard order-to-follow-on execution path and correct only the configuration behavior that prevents the affected items from reaching the intended processing state. Which validation step best addresses the item execution status inconsistency?

Response:

- A. Add a manual completion instruction so users can close inspection-based replacement items after document flow is created.
- B. Change the customer sales area data so inspection-based customers receive a separate processing default during order entry.
- C. Adjust the billing block so commercial processing is delayed until users review the open item status.
- D. Validate the sales process configuration and item-level follow-on control so inspection-based replacement items are bound to the intended execution behavior.

Answer: D

Explanation:

Feedback:

This targets the configuration layer where item behavior is bound to follow-on execution. Since document flow exists but selected items remain in an inconsistent state, process configuration and item-level control must support the intended status transition.

Question: 6

A regional building-systems supplier is validating SAP S/4HANA Sales after introducing a new sales area for project-retrofit accounts in SAP S/4HANA Cloud Private Edition while retaining an on-premise sales structure. Orders can be entered with the new sales context, but item validation before follow-on execution shows that the organizational interpretation is incomplete. The visible artifact is that header-level entry accepts the selected context, while item processing does not consistently recognize the intended sales organization, distribution channel, and division relationship.

The implementation team must not change customer records, material records, or the sales order type because they remain valid in the retained structure. The constraint is to correct the organizational binding so project-retrofit orders can use the standard sales process.

Which validation step best resolves the organizational interpretation inconsistency?

Response:

- A. Validate the enterprise structure assignments so the new sales area is consistently bound to the relevant execution context before item validation.
- B. Extend the materials to another plant so the order can use an established logistics path during follow-on processing.
- C. Add a manual release step so users can approve project-retrofit orders before downstream execution.
- D. Change the sales document type so orders using the new sales context bypass item-level organizational validation.

Answer: A

Explanation:

Feedback:

This resolves the issue at the enterprise structure configuration layer. The new sales area must be consistently assigned before item validation can interpret the order for standard execution.

Question: 7

A regional safety-products distributor is preparing SAP S/4HANA Sales for a mixed SAP S/4HANA Cloud Private Edition and on-premise transition. A converted corporate customer can be selected in the sales order, but the expected payer and shipping-condition values are not proposed for a newly activated sales area. The visible artifact is that the business partner is active and usable, while order-entry proposal data is incomplete only for the new sales area.

The project team must preserve the shared customer identity because the customer will transact across retained and new sales operations. The constraint is to restore proposal behavior without duplicating the customer or changing the sales order type.

What should the consultant validate first to correct the incomplete proposal behavior?

Response:

- A. Validate the business partner customer role and sales-area-specific partner and shipping data so the required proposal values are available during order processing.
- B. Create a separate customer record for the newly activated sales area so payer and shipping-condition values can be maintained independently.
- C. Add a manual order-entry instruction so users enter missing payer and shipping-condition values whenever the affected sales area is selected.
- D. Change the sales document type so payer and shipping-condition proposals are no longer required during order creation.

Answer: A

Explanation:

Feedback:

This addresses the upstream master data binding used during order creation. The business partner may be active and selectable, but sales-area-specific partner and shipping values must be maintained so proposal data can be derived consistently.

Question: 8

A regional process-control equipment reseller is validating SAP S/4HANA Sales billing during an incremental move to SAP S/4HANA Cloud Private Edition. A newly configured commissioning-support sales flow creates the sales order and billing document successfully, but the billing calculation omits the intended commissioning-support condition. The visible artifact is a completed billing document where the commercial value reflects only the base item calculation.

Finance requires repeatable billing behavior before release because the flow will operate during private-cloud and retained on-premise coexistence. The constraint is to preserve standard billing creation while ensuring the commissioning-support condition is retrieved during billing calculation without manual value correction.

Which validation step best addresses the missing commissioning-support condition?

Response:

- A. Add a manual billing correction step so finance users can enter the commissioning-support value after billing is created.
- B. Change the delivery completion rule so billing waits until logistics confirms that all items are fully processed.
- C. Create a separate customer record for commissioning-support customers so commercial values are isolated from standard sales processing.
- D. Validate the pricing configuration and condition determination inputs for the commissioning-support flow so the expected condition is retrieved before billing calculation.

Answer: D

Explanation:

Feedback:

This resolves the issue at the pricing determination layer that feeds billing calculation. The commissioning-support condition depends on configured condition inputs being available before the billing document calculates commercial values.

Topic:

Unified Scenario Exam - US01

Question: 9

CHALLENGE 1 — Sales Order Flow Readiness Across Organizational Assignments

A sales user creates a standard order for a German distributor. The order header is accepted, but the item behavior differs from the intended rollout template when the same material is sold through another sales area.

Which action best supports a system-based validation of the order flow before delivery and billing are reviewed?

Response:

- A. Compare the sales area, document type, and item category determination for the affected customer-material combination.
- B. Add a manual delivery block to the order type until all country rollout waves use the same process.
- C. Maintain a customer-specific pricing condition first because pricing controls the item behavior during sales order entry.
- D. Create the outbound delivery and use the delivery result to decide whether the sales order setup is correct.

Answer: A

Explanation:

Feedback:

This validates the upstream configuration path that determines how the sales order behaves before later process steps are tested. In the scenario, inconsistent item behavior depends on sales area and customer-material context, so the order-flow configuration must be confirmed first.

Question: 10

CHALLENGE 1 — Sales Order Flow Readiness Across Organizational Assignments

During template validation, the team finds that a customer can create orders in the German sales organization, but the same customer cannot follow the intended flow for one distribution channel. The business asks for a quick local setting so testing can continue.

What is the best implementation decision?

Response:

- A. Duplicate the working sales document type and assign it only to the affected customer group.
- B. Validate customer sales-area data and organizational assignment before introducing any local template exception.
- C. Skip the affected distribution channel during readiness testing and document it for the later rollout wave.
- D. Convert the customer to a generic account so the same data can be reused across sales areas.

Answer: B

Explanation:

Feedback:

The scenario points to a dependency between customer sales-area data and organizational assignment. Validating that dependency protects the reusable rollout template before the team considers any local exception.

Question: 11

CHALLENGE 2 — Availability Confirmation Before Delivery Workload Release

Warehouse supervisors report that some orders reach delivery creation quickly, while other orders with similar header data wait for manual review. The sales team wants delivery creation to remain fast for confirmed stock.

Which validation step best distinguishes delivery readiness from simple order-entry completeness?

Response:

- A. Confirm that the order header has no incompleteness message before creating all outbound deliveries.
- B. Check confirmed quantities and delivery dates before releasing the order requirement to outbound delivery processing.
- C. Allow warehouse users to create deliveries first and reject documents later if stock is not available.
- D. Remove the availability check for standard materials so the delivery process is not slowed during the pilot.

Answer: B

Explanation:

Feedback:

Delivery readiness depends on confirmed quantity and scheduling, not only on whether the order header appears complete. This matches the scenario's need to release warehouse workload only when the sales requirement is confirmed.

Question: 12

CHALLENGE 2 — Availability Confirmation Before Delivery Workload Release

A project lead proposes allowing delivery creation for all complete orders, while a template owner prefers requiring availability confirmation first. Both options are technically possible for testing. Which choice best reflects the scenario's performance-weighted decision?

Response:

- A. Permit delivery creation for all complete orders because warehouse throughput is the highest priority in the pilot.
- B. Require availability confirmation for delivery-relevant items while keeping confirmed orders eligible for efficient delivery creation.
- C. Apply a manual delivery block to every order so the template owner can review all documents before warehouse processing.
- D. Defer availability and delivery scheduling validation until after billing has been tested successfully.

Answer: B

Explanation:

Feedback:

This option balances performance and control by allowing confirmed orders to proceed efficiently while preventing unconfirmed requirements from reaching delivery. It matches the scenario's need for fast processing without hiding readiness dependencies.

Question: 13

CHALLENGE 3 — Billing Relevance Alignment for Delivery-Based Invoicing

Billing specialists can create invoices for some outbound deliveries, but other deliveries require review when payment terms, item behavior, and billing relevance vary across customer groups.

Which analysis should be performed first?

Response:

- A. Validate item category billing relevance together with customer billing data and payment terms for the delivery-based flow.
- B. Change all affected customers to the same payment terms so billing documents are easier to compare.
- C. Create billing documents manually for all reviewed deliveries and correct the invoice attributes after posting.
- D. Rebuild the pricing condition records because pricing inconsistency always prevents delivery-related billing.

Answer: A

Explanation:

Feedback:

The scenario connects billing behavior to item relevance and customer billing data. Validating these together addresses the second-order dependency behind delivery-based invoicing rather than treating billing as an isolated step.

Question: 14

CHALLENGE 3 — Billing Relevance Alignment for Delivery-Based Invoicing

The billing team wants to use a manual review block whenever delivery-based invoicing behaves differently. The rollout manager wants to avoid broad controls that would slow first-wave stabilization. What is the best governance-aligned decision?

Response:

- A. Use broad manual billing review for all deliveries until the later rollout countries are live.
- B. Validate billing relevance, delivery completion, and customer billing data before applying targeted review only where evidence supports it.
- C. Disable delivery-based billing temporarily and create invoices directly from sales orders during testing.
- D. Ask billing users to override payment terms manually whenever an invoice does not match expectations.

Answer: B

Explanation:

Feedback:

This prioritizes configuration and master data validation before adding controls. It also limits manual review to justified cases, supporting governance without turning review into a substitute for readiness.

Question: 15

CHALLENGE 4 — Pricing Determination Within Reusable Rollout Template

A test order for a customer with a negotiated agreement shows a different price than expected. Standard product-family pricing exists, but the project team is unsure whether the customer agreement or template pricing logic is being applied.

Which validation best supports a reusable rollout template?

Response:

- A. Review pricing determination for the customer-material combination and confirm which applicable condition records are selected.
- B. Add a new local condition record with a higher priority so the expected price appears during testing.
- C. Remove customer-specific agreements from the pilot so all orders use standard product-family pricing.
- D. Continue to billing and compare the invoice total against the customer's commercial expectation.

Answer: A

Explanation:

Feedback:

The scenario requires validation of how customer-specific and standard pricing interact within the template. Reviewing pricing determination and selected condition records confirms whether the system is applying the intended logic.

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