

100% Pass Quiz C-TS462-2023 - Professional SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Reliable Test Topics



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none">Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15

To which elements do you assign a partner determination procedure? Note: There are 3 correct answers to this question.

- A. Delivery type
- B. Delivery item category
- C. Sales item category
- D. Account group
- E. Business partner category

Answer: A,C,D

Explanation:

Basic Functions (customizing)

NEW QUESTION # 16

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

Answer: A

Explanation:

To ensure components automatically appear as sub-items in an order for a product with a bill of material, you must set:
B . The structure scope in the item category of the main item: This determines whether and how sub-items (components) are included in sales documents.

NEW QUESTION # 17

You want to change the default description of a specific condition type for selected condition records.

How can you achieve this? Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use the Change condition (VK12) transaction.
- C. Use report COND_AV.
- D. Use the Manage Prices - Sales app.

Answer: B,D

Explanation:
Pricing and condition technique

NEW QUESTION # 18

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. XML
- B. E-mail
- C. Fax
- D. Print
- E. ALE

Answer: A,B,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 19

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- B. The With Reservations indicator is set in the configuration of the scope of availability check.
- C. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.
- D. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.

Answer: B

Explanation:
The setting that could lead to the complete confirmation of the ordered quantity despite only partial stock availability is:
D . The With Reservations indicator is set in the configuration of the scope of availability check: This setting might allow the system to confirm the full order quantity based on anticipated stock receipts within the replenishment lead time.

NEW QUESTION # 20

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