

# Pass Guaranteed Quiz 2026 SAP Useful C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Exam Collection Pdf



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Achieving a good score on the SAP C-TS462-2023 exam on the first attempt is a common goal for many candidates. However, some believe that studying good SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) materials isn't necessary. This notion, however, is far from true. The right preparation material for the C-TS462-2023 Exam is critical for success, and failing to find the most up-to-date SAP C-TS462-2023 materials can lead to a wasted effort and expense.

## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
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Topic 1	<ul style="list-style-type: none"> <li>• <b>Basic Functions (Customizing):</b> It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Organizational Structures:</b> This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Pricing and Condition Technique:</b> The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Managing Clean Core:</b> The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Sales Documents:</b> 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Sales Process and Analytics:</b> Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• <b>Master Data:</b> It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li> </ul>
Topic 8	<ul style="list-style-type: none"> <li>• <b>Billing Process and Customizing:</b> This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q11-Q16):

### NEW QUESTION # 11

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. Customer hierarchy
- B. General value contract
- C. Preceding condition contract
- D. Business partner category

**Answer: A,C**

Explanation:

The origin of a partner in a sales order can be:

B. Customer hierarchy: Partners can be determined based on their position in a customer hierarchy, which organizes customers in a tree-like structure.

D. Preceding condition contract: Partners can be inherited from a condition contract, which is a type of agreement specifying conditions like prices or discounts for a set of customers.

### NEW QUESTION # 12

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition types and assign them to the relevant pricing procedure.
- B. Set up condition tables and assign them to the relevant access sequences.
- C. Set up the pricing procedure and assign it to the relevant sales document type.
- D. Set up condition tables and assign them to the relevant condition types.

**Answer: A,B**

### NEW QUESTION # 13

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Invoicing party (11)
- B. Ship-to party (SH)
- C. Sold-to party (SP)
- D. Ordering party (1)

**Answer: B,C**

Explanation:  
Master Data

### NEW QUESTION # 14

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether a delivery should be split by warehouse number
- B. Whether a storage location should be determined
- C. Whether the route should be redetermined
- D. Whether over-delivery is allowed

**Answer: B,D**

Explanation:  
Shipping Process and Customizing

### NEW QUESTION # 15

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The overall status of the delivery is set to complete.
- B. The document flow is updated.
- C. Delivery requirements in material planning are updated.
- D. The warehouse task status is set to complete.
- E. The billing document can now be created.

**Answer: B,C,E**

### NEW QUESTION # 16

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