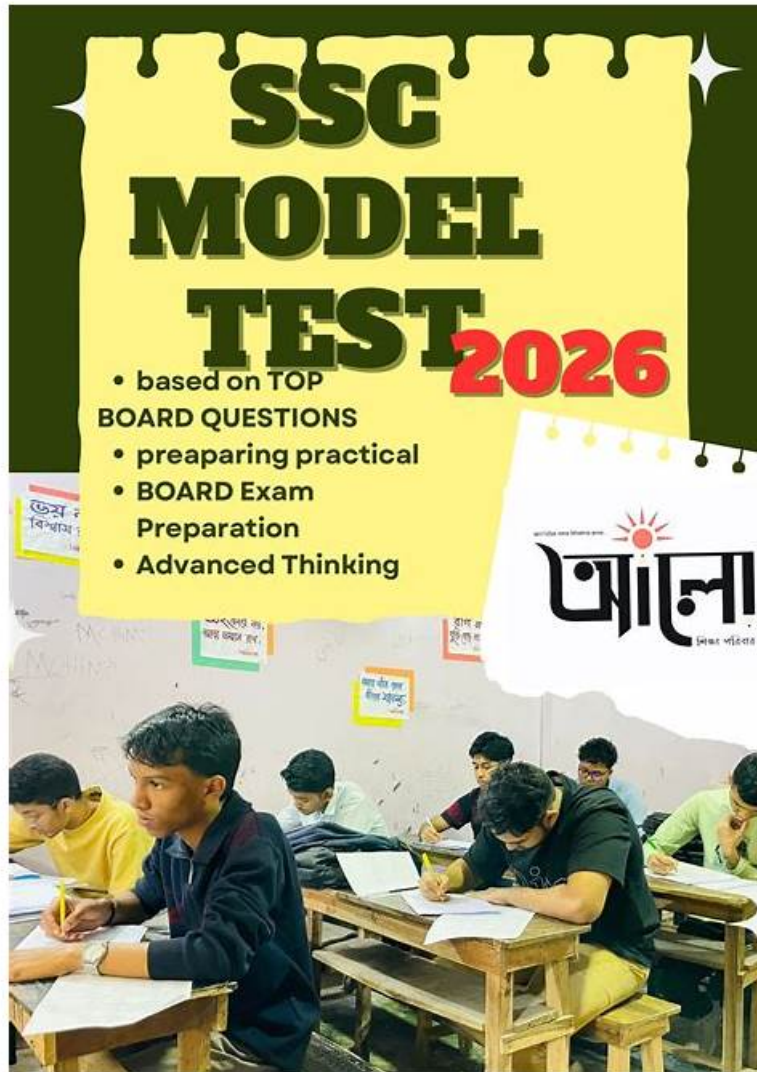# SAP C-TS462-2023 Sample Exam | C-TS462-2023 Reliable Exam Preparation

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

Topic 3	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.
Topic 4	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 5	• Pricing and Condition Technique: The section on pricing and condition technique falls under the broader topic of sales documents and customizing, covering related tasks and explanations.
Topic 6	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q31-Q36):

NEW QUESTION # 31
What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app Note: There are 2 correct answers to this question.

- A. With the app, a user can set default billing blocks for sales documents.
- B. With transaction VF04, a user can cancel a collective billing run.
- C. With transaction VF04, a user can generate a log for the collective run.
- D. With the app, a user can block the automatic posting of billing documents.

Answer: C,D

Explanation:
Billing Process and Customizing

NEW QUESTION # 32
Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Plant to combination of sales organization and distribution channel
- B. Division to sales organization
- C. Sales office to sales area
- D. Sales group to sales office

Answer: A,B

Explanation:
Organizational Structures

NEW QUESTION # 33

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

Answer: A,D

Explanation:
Pricing and condition technique

NEW QUESTION # 34

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- A. Ensure that the access sequence reads the sold-to party text first.
- B. Assign the text determination procedure to the sales document type.
- C. Assign an appropriate text type to the sales document type.
- D. Include the text type with an appropriate access sequence in the text determination procedure.
- E. In the access sequence, set the partner function language for this text to "sold-to party".

Answer: B,D,E

Explanation:
Basic Functions (customizing)

NEW QUESTION # 35

You want to automatically supply your customers with an alternative material if the ordered material is not available. How would you do this?

- A. Create a material listing that includes both the ordered and substitution materials.
- B. Create an assortment module that determines the permitted substitution materials.
- C. Create a material determination record with an appropriate substitution reason.
- D. Ensure all affected orders are included in a backorder processing run.

Answer: C

Explanation:
To automatically supply customers with an alternative material if the ordered material is not available, you would:
C . Create a material determination record with an appropriate substitution reason: Material determination allows you to automatically replace requested materials with alternatives under specified conditions.

NEW QUESTION # 36

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