

C_TS462_2023 Reliable Exam Test - C_TS462_2023 Reliable Exam Vce



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 2	<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 3	<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.
Topic 4	<ul style="list-style-type: none"> • 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 5	<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 6	<ul style="list-style-type: none"> • Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 7	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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Quiz 2026 SAP C_TS462_2023: SAP Certified Associate - SAP S/4HANA

Cloud Private Edition - Sales Perfect Reliable Exam Test

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q21-Q26):

NEW QUESTION # 21

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Transit time of the route
- B. Pick/pack time of the warehouse number
- C. Transportation lead time of the forwarding agent
- D. Loading time of the shipping point

Answer: B,D

NEW QUESTION # 22

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Transactional apps
- B. SAP Smart Business
- C. Factsheets
- D. SAP S/4HANA embedded analytics

Answer: B

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

NEW QUESTION # 23

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

Answer: A,B,D

NEW QUESTION # 24

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. Sold-to party (SP)

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

Answer: A,B

Explanation:

A missing business partner of a specific partner function in a sales order could be due to:

C . Ship-to party (SH): This is a mandatory partner function in many sales processes, required for determining delivery and shipping details.

D . Sold-to party (SP): This is the main business partner in sales documents, responsible for the financial and contractual aspects of the transaction.

NEW QUESTION # 25

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note:

There are 2 correct answers to this question.

- A. Accuracy
- B. Timeliness
- C. Efficiency
- D. Stability

Answer: C,D

NEW QUESTION # 26

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