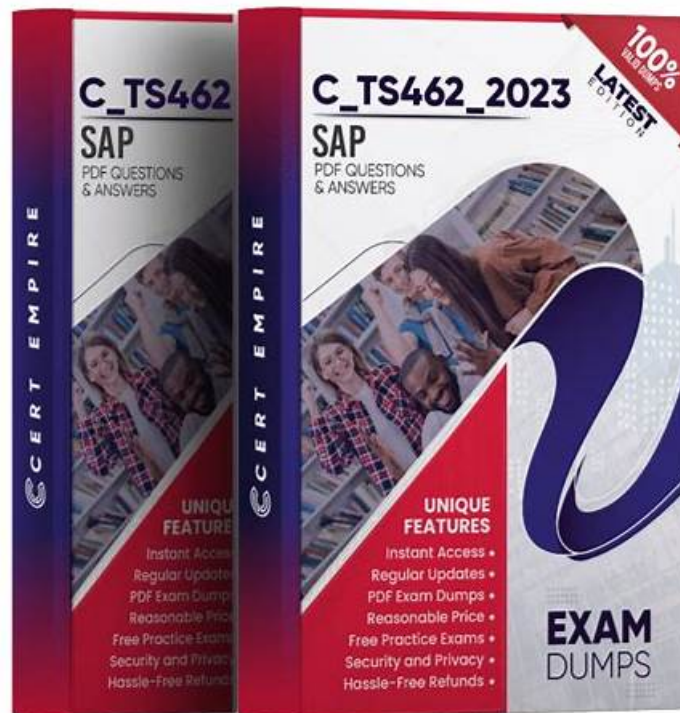# Trust the best-selling C-TS462-2023 Cert Guide Reliable Exam Cost

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	• 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	• 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	• 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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q54-Q59):

NEW QUESTION # 54
What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Issue solving is supported by a wizard based on machine learning (ML).
- B. Color coding is used to indicate the status of a document.
- C. The process flow supports direct navigation to applications that can be used to solve problems.
- D. The status of a document is updated using artificial intelligence (AI) algorithms.

Answer: C,D

NEW QUESTION # 55
When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order item category
- B. Quotation type
- C. Copying control
- D. Order type

Answer: C

Explanation:
Shipping Process and Customizing

NEW QUESTION # 56
A new plant has been defined in your SAP S/4HANA system.
To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Warehouse number
- B. Division
- C. Distribution channel
- D. Distribution chain.

Answer: A

NEW QUESTION # 57
You want to set up a discount with a scale value (condition type K029) that is based on the material group

"spare parts". The discount should be granted fo all items in a sales order that are spare parts.
What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Update indicator for condition type K029.
- B. You need to set the Condition Index indicator for condition type K029.
- C. You need to set up condition type K029 as a header condition.
- D. You need to set up condition type K029 as a group condition.

Answer: D

NEW QUESTION # 58
What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. Copying control must exist between the sales document and the billing document.
- B. An appropriate reason for rejection must be assigned to the original sales order item.
- C. The billing document of the original customer invoice must be cancelled.
- D. The Billing Block field in the credit memo request must be empty.

Answer: B,D

NEW QUESTION # 59

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