

100% Pass Quiz 2025 SAP C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Marvelous Torrent



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
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	• 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	• 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 (Q17-Q22):

NEW QUESTION # 17

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

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

Answer: B,D

NEW QUESTION # 18

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- **A. You must create an invoice list at specified time intervals or on specific dates.**
- B. You use preliminary billing documents for the invoice list creation.
- **C. You must send the payer a single invoice list instead of the individual invoices.**
- D. You must set up a periodic billing plan for the invoice list creation.

Answer: A,C

Explanation:

Characteristics of an invoice list process include:

B . You must send the payer a single invoice list instead of the individual invoices: This consolidates multiple invoices into a single document for the payer.

C . You must create an invoice list at specified time intervals or on specific dates: This defines the periodic nature of invoice list creation, bundling invoices over a set period.

NEW QUESTION # 19

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Listing
- B. Pricing reports
- **C. Manage Prices - Sales app**
- **D. Price lists**

Answer: C,D

Explanation:

Pricing and condition technique

NEW QUESTION # 20

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Cloud ALM
- **B. SAP Best Practices**

- Answer: B**

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

Answer: A,D

Explanation:
Billing Process and Customizing

NEW QUESTION # 22

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