

New Launch C-TS462-2023 Exam Dumps 2026 - SAP C-TS462-2023 Questions



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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">• 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 3	<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 4	<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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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q57-Q62):

NEW QUESTION # 57

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Sold-to party
- B. Company
- C. Organization
- D. Group

Answer: C,D

NEW QUESTION # 58

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a shift sequence to the working times.
- B. Assign a set of working times to the shipping point.
- C. Assign a set of working times to the plant.
- D. Maintain the transit time in the route in hours and minutes.
- E. Maintain shifts defining the times for starting and ending work.

Answer: B,C,D

Explanation:

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

NEW QUESTION # 59

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Sold-to party
- B. Material master
- C. Customer material info record

- D. Ship-to party
- E. Material determination

Answer: B,C,D

Explanation:

The delivering plant for a sales order item can be determined from:

- A . Customer material info record: This record can specify the delivering plant for a material for a specific customer.
- C . Ship-to party: The ship-to party master can contain information on preferred delivering plants.
- E . Material master: The material master can specify the delivering plant, which is used if no other more specific data is available.

NEW QUESTION # 60

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Invoice correction request
- B. Invoice cancellation
- C. Debit memo request
- D. Returns order

Answer: A,B

Explanation:

Documents that can only be created with reference to a billing document include:

- C . Invoice cancellation: This action reverses a previously issued invoice.
- D . Invoice correction request: This document is used to correct quantities or prices in a billing document after it has been issued.

NEW QUESTION # 61

The delivering plant should be determined automatically for a sales order item.

Which Master Data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Sold-to party
- C. Material master
- D. Customer material info record
- E. Material determination

Answer: B,C,D

Explanation:

Sales Process and Analytics

NEW QUESTION # 62

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