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SAP C_TS462_2023 Exam Guide

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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	• 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 3	• 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	• 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 5	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 6	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 7	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

Reliable C_TS462_2023 Exam Sample - New C_TS462_2023 Real Test

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q30-Q35):

NEW QUESTION # 30
What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Quantity
- B. Validity period
- C. Scale
- D. Calculation type

Answer: B,D

Explanation:
Pricing and condition technique

NEW QUESTION # 31
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. Customer material info record
- C. Material determination
- D. Sold-to party
- E. Material master

Answer: B,D,E

Explanation:
Sales Process and Analytics

NEW QUESTION # 32
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 report COND_AV.
- B. Use the Change condition (VK12) transaction.
- C. Use the Manage Prices - Sales app.
- D. Use the Creation of Pricing Lists app.

Answer: B,C

Explanation:
To change the default description of a specific condition type for selected condition records, you can:
A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.
D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 33
You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

- A. The higher-level item
- B. The customer master data
- C. The material master data
- D. The sales organization

Answer: A,C

Explanation:
When determining the item category in a sales document, consider:
B . The material master data: The item category group from the material master influences the determination process.
C . The higher-level item: For sub-items, the item category can be influenced by the category of the higher-level item.

NEW QUESTION # 34
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. Ordering party (1)
- B. Ship-to party (SH)
- C. Sold-to party (SP)
- D. Invoicing party (11)

Answer: B,C

NEW QUESTION # 35
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