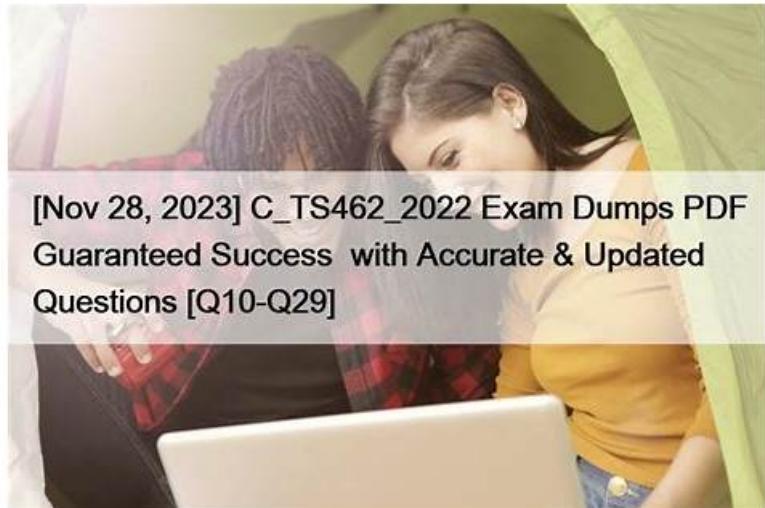


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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 7	<ul style="list-style-type: none"><li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li></ul>

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In this era of the latest technology, we should incorporate interesting facts, figures, visual graphics, and other tools that can help people read the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) exam questions with interest. TestBraindump uses pictures that are related to the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) certification exam and can even add some charts, and graphs that show the numerical values.

### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q51-Q56):

#### NEW QUESTION # 51

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Sales document type
- B. Shipping conditions
- C. **Transportation group**
- D. **Plant**
- E. **Loading group**

**Answer: C,D,E**

Explanation:

The shipping point determination uses the following fields:

- A . Transportation group: Defined in the material master and used for shipping logistics.
- B . Plant: Where the goods are produced or stored, crucial for determining the shipping point.
- C . Loading group: Also defined in the material master, indicates how the product is to be loaded, affecting the choice of shipping point.

#### NEW QUESTION # 52

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. Division
- B. **Distribution chain**
- C. Distribution channel
- D. Sales organization

**Answer: B**

Explanation:

To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:

C . Distribution chain

In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods

#### NEW QUESTION # 53

You want to evaluate sales discount condition records.

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

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

**Answer: A,B**

#### NEW QUESTION # 54

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. IDoc
- B. SOAP
- C. OData
- D. RFC

**Answer: B,C**

Explanation:

Managing Clean Core

#### NEW QUESTION # 55

Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- B. The item in the sales order is blocked for delivery.
- C. The service item has no schedule line assigned.
- D. The Delivering Plant field is not required.

**Answer: A**

Explanation:

Sales Process and Analytics

#### NEW QUESTION # 56

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