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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">• 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	<ul style="list-style-type: none">• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	<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 5	<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 6	<ul style="list-style-type: none">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

>> Relevant C-TS462-2023 Questions <<

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Actual SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) dumps are designed to help applicants crack the Central Finance in C-TS462-2023 test in a short time. There are dozens of websites that offer C-TS462-2023 exam questions. But all of them are not trustworthy. Some of these platforms may provide you with SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) invalid dumps. Upon using outdated Central Finance in C-TS462-2023 dumps you fail in the C-TS462-2023 test and lose your resources. Therefore, it is indispensable to choose a trusted website for real Central Finance in C-TS462-2023 dumps.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q47-Q52):

NEW QUESTION # 47

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether the route should be redetermined
- **B. Whether over-delivery is allowed**
- C. Whether a delivery should be split by warehouse number
- **D. Whether packing information should be entered**

Answer: B,D

Explanation:

When configuring a new delivery item category, decisions include:

C . Whether packing information should be entered: This setting determines if the item requires packing during the delivery process.

D . Whether over-delivery is allowed: This setting controls if the system permits delivery of quantities exceeding the order quantity for an item.

NEW QUESTION # 48

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant condition types.
- B. Set up the pricing procedure and assign it to the relevant sales document type.
- **C. Set up condition types and assign them to the relevant pricing procedure.**
- **D. Set up condition tables and assign them to the relevant access sequences.**

Answer: C,D

NEW QUESTION # 49

You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Generic partner function
- B. Origin and source of the partner function
- **C. Partner determination procedure**
- **D. Address usage of the business partner**

Answer: C,D

NEW QUESTION # 50

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

Answer: A,C

Explanation:
Managing Clean Core

NEW QUESTION # 51

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 status of a document is predicted using artificial intelligence (AI) algorithms.
- **D. The process flow supports direct navigation to applications that can be used to solve problems.**

Answer: B,D

Explanation:

Characteristics of the process flow in SAP S/4HANA include:

B . The process flow supports direct navigation to applications that can be used to solve problems: This helps users to quickly resolve issues by accessing the relevant applications directly from the process flow.

C . Color coding is used to indicate the status of a document: Visual cues like color coding help users quickly understand the status and health of documents in the process flow.

NEW QUESTION # 52

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