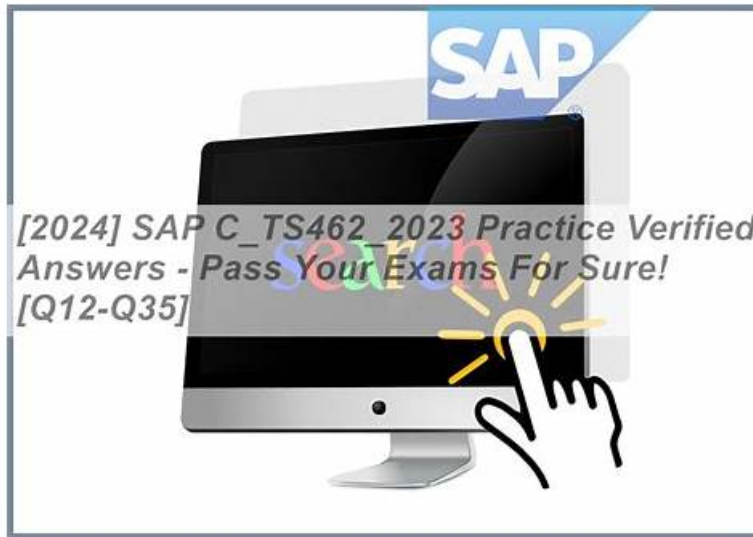


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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<ul style="list-style-type: none"> • 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 6	<ul style="list-style-type: none"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	<ul style="list-style-type: none"> • Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 8	<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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q59-Q64):

NEW QUESTION # 59

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales group to sales office
- B. Sales office to sales area
- C. Plant to combination of sales organization and distribution channel
- D. Division to sales organization

Answer: C,D

NEW QUESTION # 60

You maintain a sales order with several items and apply a freight charge. The system should automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Assign a group condition routine to the freight charge.
- B. Set up condition type groups for the freight charge.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Set up the freight charge as a header condition.

Answer: D

Explanation:

By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

NEW QUESTION # 61

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Reference mandatory indicator
- B. Default delivery type for billing
- C. Billing type for cancellation
- D. Item number increment

Answer: C,D

NEW QUESTION # 62

How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.

- A. Use multi-address handling.
- B. Use business partner roles.
- C. Use the common master data concept.
- D. Use customer-vendor integration.

Answer: C,D

Explanation:

To reduce the maintenance effort for customer master data, you can:

A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.

D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NEW QUESTION # 63

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

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

Answer: B,C

Explanation:

Billing Process and Customizing

NEW QUESTION # 64

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Here in this Desktop practice test software, the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) practice questions given are very relevant to the actual SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) exam. It is compatible with Windows computers. PrepPDF provides its valued customers with customizable SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) practice exam sessions. The SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) practice test software also keeps track of the previous SAP C_TS462_2023 practice exam attempts.

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