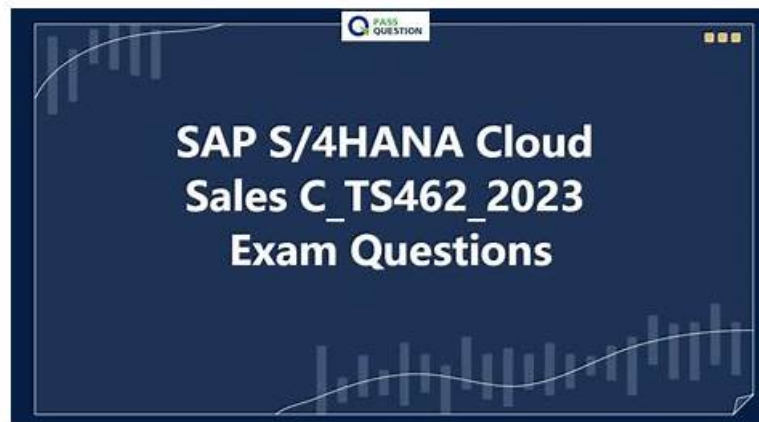# 2026 C-TS462-2023 Relevant Answers: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales - High-quality SAP C-TS462-2023 Test Collection Pdf

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 2	• 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 3	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	• 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	• 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	• Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q21-Q26):

NEW QUESTION # 21
When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Order type
- C. Quotation type
- D. Order item category

Answer: A

Explanation:
To ensure the entire quotation is always included in the sales order, the setting is made in:
A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

NEW QUESTION # 22
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 condition types and assign them to the relevant pricing procedure.
- C. Set up the pricing procedure and assign it to the relevant sales document type.
- D. Set up condition tables and assign them to the relevant access sequences.

Answer: B,D

Explanation:
Pricing and condition technique

NEW QUESTION # 23
What can you configure in a billing type? Note: There are 2 correct answers to this question.

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

Answer: A,C

Explanation:
Billing Process and Customizing

NEW QUESTION # 24
Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- A. The reference mandatory setting
- B. The delivery block setting
- C. The billing type setting

- D. The item category setting

Answer: C

Explanation:
The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:
D . The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

NEW QUESTION # 25
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 customer master data
- B. The higher-level item
- C. The sales organization
- D. The material master data

Answer: B,D

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 # 26
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