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## SAP C\_TS462\_2023 Certification: Exam Details, Syllabus and Questions

SAP C\_TS462\_2023 Exam Guide

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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<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 4	<ul style="list-style-type: none"> <li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li> </ul>
Topic 5	<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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## **New C\_TS462\_2023 Exam Camp: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales - Valid SAP C\_TS462\_2023 Valid Exam Prep**

The online C\_TS462\_2023 practice exam has all specifications of the desktop software. It is compatible with Chrome, Firefox, MS Edge, Safari, Opera, etc. The SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C\_TS462\_2023) practice exam will save your progress and give you an overview of your mistakes, which will benefit your overall preparation. All operating systems support this SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C\_TS462\_2023) practice test.

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

#### **NEW QUESTION # 51**

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

**Answer: B**

Explanation:

Shipping Process and Customizing

#### **NEW QUESTION # 52**

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- B. Sales order item category
- C. Sales order type**
- D. Shipping point

**Answer: C**

Explanation:

The default delivery type for an outbound delivery created from a sales order is determined from:

A . Sales order type: The sales order type has configurations that determine the subsequent document flow, including the default delivery type to be used.

### NEW QUESTION # 53

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The document flow is updated.
- B. Delivery requirements in material planning are updated.
- C. The billing document can now be created.
- D. The overall status of the delivery is set to complete.
- E. The warehouse task status is set to complete.

**Answer: A,B,C**

### NEW QUESTION # 54

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition category
- B. Condition type groups
- C. Condition record
- D. Condition type

**Answer: C,D**

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

### NEW QUESTION # 55

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- B. Sales order item category
- C. Sales order type
- D. Shipping point

**Answer: C**

### NEW QUESTION # 56

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