

SAP C_TS462_2023 New Braindumps Book & New C_TS462_2023 Exam Duration



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details

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

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

NEW QUESTION # 55

You sell a product for which there is a bill of material. What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The structure scope in the item category of the main item
- B. The item usage during the item category determination of each sub-item
- C. The delivery group in the item category of the sub-item
- D. The material entry type in the sales document type

Answer: A

NEW QUESTION # 56

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

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

Answer: A,B,C

NEW QUESTION # 57

You are using incompleteness procedures in your system. To which elements can they be assigned? Note: There are 3 correct answers to this question.

- A. Business partner category
- B. Schedule line category
- C. Item category
- D. Partner function
- E. Material type

Answer: B,C,D

Explanation:

Incompleteness procedures can be assigned to:

A . Item category: This allows for the definition of mandatory fields at the item level in sales documents.

C . Schedule line category: Incompleteness checks can be applied to schedule lines to ensure all necessary information is provided.

E . Partner function: This ensures that all required partner functions are maintained in the document.

NEW QUESTION # 58

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

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

Answer: A,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 # 59

You are configuring the organizational structure in your system. Which assignments are possible? Note:

There are 3 correct answers to this question.

- A. Assign a plant to multiple sales organizations/distribution channels.
- B. Assign multiple distribution channels to one company code.
- C. Assign multiple plants to one company code.
- D. Assign multiple loading points to a plant.
- E. Assign a shipping point to multiple plants.

Answer: A,C,E

Explanation:

Organizational Structures

NEW QUESTION # 60

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