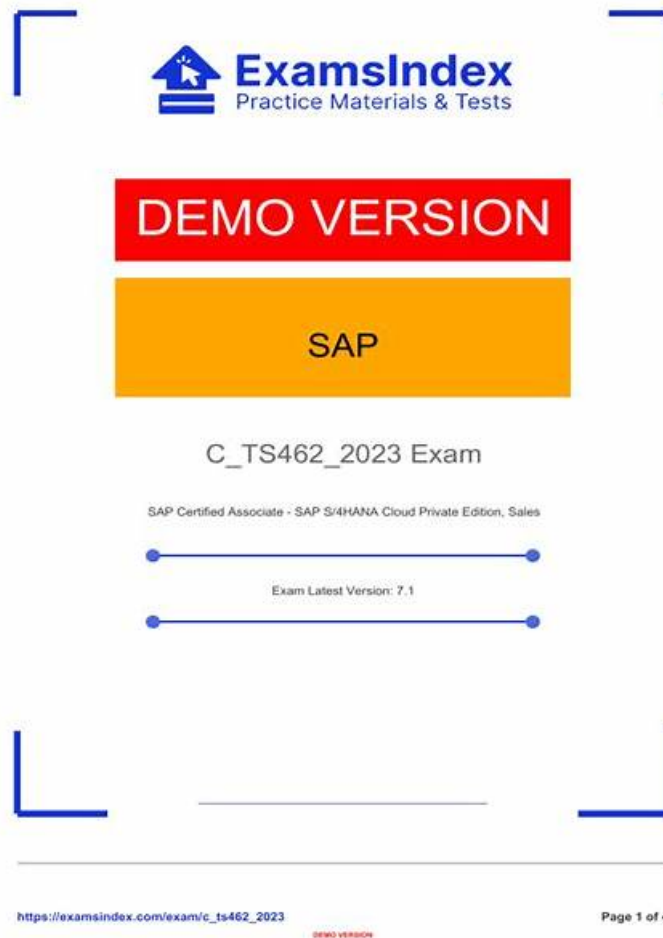


# C-TS462-2023 Latest Exam Price - C-TS462-2023 Questions Answers



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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>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.</li> </ul>
Topic 3	<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>

Topic 4	<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 5	<ul style="list-style-type: none"> <li>• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li> </ul>

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## C-TS462-2023 Questions Answers & C-TS462-2023 Sample Questions Pdf

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q49-Q54):

#### NEW QUESTION # 49

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Price lists
- B. Manage Prices - Sales app
- C. Listing
- D. Pricing reports

**Answer: A,B**

#### NEW QUESTION # 50

To what do you assign a material listing procedure?

- A. Sales item category
- B. Sales area, document pricing procedure, and customer pricing procedure
- C. Sales organization and sales document type
- D. Sales document type

**Answer: C**

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

#### NEW QUESTION # 51

Where do you configure the default billing type to be used for delivery-related billing?

- A. Sales document item category
- B. Sales document type
- C. Copying control
- D. Delivery type

**Answer: C**

Explanation:

Copying control defines how data is transferred from one document to another, such as from a delivery document to a billing document. It includes settings for determining the default billing type based on the preceding document type.

#### 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 type**
- C. Sales order item category
- D. Shipping point

**Answer: B**

#### NEW QUESTION # 53

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- **A. Ship-to party**
- **B. Material master**
- C. Sold-to party
- D. Material determination
- **E. Customer material info record**

**Answer: A,B,E**

Explanation:

The delivering plant for a sales order item can be determined from:

- A . Customer material info record: This record can specify the delivering plant for a material for a specific customer.
- C . Ship-to party: The ship-to party master can contain information on preferred delivering plants.
- E . Material master: The material master can specify the delivering plant, which is used if no other more specific data is available.

#### NEW QUESTION # 54

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