

# Reliable C-TS462-2023 Exam Papers | C-TS462-2023 Brain Dumps



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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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>
Topic 5	<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 6	<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>

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## C-TS462-2023 Brain Dumps - C-TS462-2023 Certification Practice

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based on our products, you will improve yourself for your test.

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

### **NEW QUESTION # 59**

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Business partner grouping
- B. Business partner role
- C. Business partner category
- D. Account group

**Answer: A**

### **NEW QUESTION # 60**

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- C. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- D. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.

**Answer: A**

Explanation:

Basic Functions (customizing)

### **NEW QUESTION # 61**

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set up the item category as relevant for delivery-related billing.
- B. You need to set the Schedule Lines Allowed indicator in the item category.
- C. You need to set up copying control in Logistics Execution System for the item category.
- D. You need to set the Item Relevant for Delivery indicator in the item category.

**Answer: A,B**

### **NEW QUESTION # 62**

You want to evaluate sales discount condition records.

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

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

**Answer: A,B**

Explanation:

Pricing and condition technique

### **NEW QUESTION # 63**

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this

question.

- A. Ship-to party
- B. Shipping point
- C. Plant
- D. Material group
- E. Route

**Answer: A,B,E**

### Explanation:

## Shipping Process and Customizing

## NEW QUESTION # 64

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