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Certified Associate - SAP S/4HANA Cloud Private Edition - Sales practice exam efficiently. All knowledge is based on the real exam by the help of experts. By compiling the most important points of questions into our C_TS462_2023 guide prep our experts also amplify some difficult and important points. Being devoted to this area for over ten years, our experts keep the excellency of our SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam question like always. They are distinguished experts in this area who can beef up your personal capacity. By cutting through the clutter of tremendous knowledge, they picked up the essence into our C_TS462_2023 Guide prep.

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"> 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 4	<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 5	<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 6	<ul style="list-style-type: none"> Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 7	<ul style="list-style-type: none"> Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q31-Q36):

NEW QUESTION # 31

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The item value is used statistically hence added to the net value.
- B. The reason for rejection was not assigned to the item category.
- C. The reason for rejection does not have the appropriate configuration to exclude item value.
- **D. The update of the net value is not triggered after the rejection of the item.**

Answer: D

NEW QUESTION # 32

For which type of outline agreement do you determine the material from the item category?

- A. Condition contract
- **B. Quantity contract**
- C. Scheduling agreement
- D. Value contract

Answer: B

Explanation:

The material for an outline agreement is determined from the item category in:

C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

NEW QUESTION # 33

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Condition class
- B. Exclusion indicator
- C. Header condition
- D. Condition function

Answer: A

NEW QUESTION # 34

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note: There are 2 correct answers to this question.

- A. SOAP
- B. IDoc
- C. OData
- D. RFC

Answer: A,C

Explanation:

Managing Clean Core

NEW QUESTION # 35

When BRF+ output management successfully issues an output, where is the rendered PDF document stored?

- A. OData service
- B. KPro archive
- C. Spool file
- D. Business Object Builder

Answer: B

Explanation:

When BRF+ output management successfully issues an output, the rendered PDF document is stored in:

C . KPro archive: The Knowledge Provider (KPro) is SAP's content management system, which stores documents such as PDF outputs.

NEW QUESTION # 36

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