

C-TS462-2023 Question Explanations | C-TS462-2023 Complete Exam Dumps



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<ul style="list-style-type: none"> Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 6	<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 7	<ul style="list-style-type: none"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 8	<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 (Q49-Q54):

NEW QUESTION # 49

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Quantity
- B. Calculation type
- C. Validity period
- D. Scale

Answer: B,C

Explanation:

Pricing and condition technique

NEW QUESTION # 50

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

Answer: A,D

Explanation:

Pricing and condition technique

NEW QUESTION # 51

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Plant to combination of sales organization and distribution channel
- B. Sales office to sales area
- C. Sales group to sales office
- D. Division to sales organization

Answer: A,D

Explanation:

Mandatory SAP S/4HANA Sales organizational unit assignments include:

- A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.
- B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NEW QUESTION # 52

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Governance
- B. SAP Signavio Process Insights
- C. SAP Signavio Process Manager
- D. SAP Signavio Process Intelligence

Answer: A,C

NEW QUESTION # 53

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Higher-level item category
- B. Item category group
- C. MRP type
- D. Shipping point
- E. Delivery type

Answer: A,B,E

NEW QUESTION # 54

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