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Preparing for the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) test can be challenging, especially when you are busy with other responsibilities. Candidates who don't use C_TS462_2023 dumps fail in the C_TS462_2023 examination and waste their resources. Using updated and valid C_TS462_2023 Questions; can help you develop skills essential to achieve success in the C_TS462_2023 certification exam.

SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 2	<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.
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"> 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"> 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 6	<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.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q12-Q17):

NEW QUESTION # 12

You are using multiple address handling in a sales document. At which levels can you configure the address determination? Note: There are 2 correct answers to this question.

- A. Partner determination procedure
- B. Origin and source of the partner function
- C. Address usage of the business partner
- D. Generic partner function

Answer: A,C

Explanation:

In a sales document using multiple address handling, address determination can be configured at:

A . Address usage of the business partner: This determines how different addresses are used for the same business partner in various contexts.

D . Partner determination procedure: This includes the rules for determining which partners (and their associated addresses) are involved in a transaction.

NEW QUESTION # 13

You maintain a sales order with several items and apply a freight charge. The system should automatically distribute the freight charge among the items based on the net value. What do you need to do?

- A. Assign a group condition routine to the freight charge.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Set up condition type groups for the freight charge.
- D. Set up the freight charge as a header condition.

Answer: D

Explanation:

By setting up the freight charge as a header condition and using the appropriate condition class, the system can distribute the charge across all items proportionally based on their values.

NEW QUESTION # 14

You already have a condition record for a material price that is valid for the whole year. In addition to this standard price, you now have to set up a special sales price for this material that is only valid for the next two weeks. After this special price period, the standard price should be valid. How do you maintain this requirement? Note: There are 2 correct answers to this question.

- A. Use the Creation of Price Lists app.
- **B. Use the Manage Prices - Sales app.**
- C. Use the Create condition with template transaction (transaction code VK14).
- **D. Use the Change condition transaction (transaction code VK12).**

Answer: B,D

Explanation:

D . Use the Change condition transaction (transaction code VK12): This allows you to maintain existing condition records, including adding date restrictions for special pricing.

A . Use the Manage Prices - Sales app: This Fiori app provides a user-friendly interface for maintaining pricing conditions, including setting time-limited special prices.

NEW QUESTION # 15

Which information comes from the payer? Note: There are 2 correct answers to this question.

- **A. Payment terms**
- **B. Invoicing list scheduling**
- C. Billing plan
- D. Billing address

Answer: A,B

NEW QUESTION # 16

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- **A. Copying control must exist between the sales document and the billing document.**
- B. The billing document of the original customer invoice must be cancelled.
- C. An appropriate reason for rejection must be assigned to the original sales order item.
- **D. The Billing Block field in the credit memo request must be empty.**

Answer: A,D

Explanation:

Prerequisites for the creation of a credit memo based on a credit memo request include:

A . Copying control must exist between the sales document and the billing document: This ensures that data can be transferred from the credit memo request to the credit memo for accurate billing.

B . The Billing Block field in the credit memo request must be empty: This ensures that the credit memo request is ready for processing and there are no blocks preventing its conversion into a credit memo.

NEW QUESTION # 17

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