

SAP C-TS462-2023 Valid Exam Papers - Valid C-TS462-2023 Test Pdf

SAP C_TS462_2023
Certification: Exam Details,
Syllabus and Questions
SAP C_TS462_2023 Exam Guide

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • 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"> • 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"> • Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q10-Q15):

NEW QUESTION # 10

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Fill
- B. Obtain
- C. Redistribute
- D. Gain
- E. Drop

Answer: A,C,D

Explanation:

Sales Process and Analytics

NEW QUESTION # 11

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Set the order item category to be relevant for delivery.
- B. Define the goods movement type in the delivery item category.
- C. Define the goods movement type in the schedule line category.
- D. Activate schedule lines allowed in the order item category.
- E. Set the schedule line category to be relevant for delivery.

Answer: C,D,E

NEW QUESTION # 12

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Distribution channel
- **B. Warehouse number**
- C. Division
- D. Distribution chain.

Answer: B

NEW QUESTION # 13

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

Answer: A,B

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 # 14

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

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

Answer: B,C

Explanation:

To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the "Manage Prices - Sales" app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

NEW QUESTION # 15

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