

# C-TS462-2023 Certification Practice - C-TS462-2023 Relevant Answers



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Almost everyone is trying to pass the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) certification exam to upgrade their CVs and land desired jobs. Every applicant of the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) exam faces just one problem and that is not finding real and Latest C-TS462-2023 Exam Questions. Applicants are always confused about where to buy actual C-TS462-2023 Exam Questions and prepare successfully for the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) exam in a short time.

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

| Topic   | Details  |
|---------|--|
| Topic 1 | <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 2 | <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 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>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 5 | <ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>   |

|         |   |
|---------|---|
| Topic 6 | <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 7 | <ul style="list-style-type: none"> <li>• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul> |

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q22-Q27):

#### NEW QUESTION # 22

How do you restrict the reasons for rejection for a sales document?

- A. Specify the permitted reasons for rejection in the customer material info record.
- B. Specify the permitted reasons for rejection in the relevant customer master.
- C. Assign the permitted reasons for rejection to the relevant sales document type.
- D. Assign the permitted reasons for rejection to the relevant sales item category.

**Answer: C**

#### NEW QUESTION # 23

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note:

There are 2 correct answers to this question.

- A. Stability
- B. Accuracy
- C. Timeliness
- D. Efficiency

**Answer: A,D**

#### NEW QUESTION # 24

To what do you assign a material listing procedure?

- A. Sales area, document pricing procedure, and customer pricing procedure
- B. Sales item category
- C. Sales organization and sales document type
- D. Sales document type

**Answer: C**

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

#### NEW QUESTION # 25

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

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

**Answer: A,C,D**

#### NEW QUESTION # 26

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The material price group from the material master
- B. The item category of the higher-level item
- C. The item category usage provided by the ABAP code
- D. The condition category for the discount condition type
- E. The item category group from the material master

**Answer: B,D,E**

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

#### NEW QUESTION # 27

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