

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">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">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">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">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 6	<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 7	<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.

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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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