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C_TS462_2023 Mock Exam



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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">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 3	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 4	<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 5	<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 6	<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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q61-Q66):

NEW QUESTION # 61

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. Shipping point
- C. Delivery type
- D. Item category group
- E. MRP type

Answer: A,C,D

Explanation:

Sales Process and Analytics

NEW QUESTION # 62

You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Plant
- B. Ship-to party
- C. Delivery date
- D. Material group
- E. Incoterms

Answer: A,B,E

Explanation:

Fields that would prevent the inclusion of multiple sales orders in a single outbound delivery if their content was different include:

A . Ship-to party: Different ship-to parties generally require separate deliveries.

C . Plant: Goods for a delivery must come from a single plant.

D . Incoterms: Different shipping terms can necessitate separate deliveries due to varying shipping conditions.

NEW QUESTION # 63

What can you set up in copying control for billing documents? Note: There are 2 correct answers to this question.

- A. Update pricing
- B. Update document flow
- C. Assignment number

- D. Billing type for cancellation

Answer: A,B

Explanation:

In copying control for billing documents, you can set up:

A . Update document flow: This ensures that the document flow is updated to reflect the creation of the billing document, maintaining the link between related documents.

C . Update pricing: This allows for the update of pricing in the billing document, which might be necessary due to changes in pricing conditions since the creation of the preceding document.

NEW QUESTION # 64

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The process flow can be used to directly resolve issues as quickly as possible.
- B. The app shows cost simulations for all possible order fulfillment scenarios.
- C. Icons and colors are used in the app to represent different types of issues.
- D. The app allows a user to monitor sales orders in critical stages and efficiently address issues.

Answer: A,D

NEW QUESTION # 65

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

Answer: A,D

Explanation:

Sales Process and Analytics

NEW QUESTION # 66

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