

# Free PDF 2026 SAP High Hit-Rate C-TS462-2023 Flexible Testing Engine



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

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
Topic 4	<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>

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## C-TS462-2023 Practice Test Pdf - Brain C-TS462-2023 Exam

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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q60-Q65):

### NEW QUESTION # 60

Which of the following are characteristics of Core Data Services (CDS) views? Note: There are 2 correct answers to this question.

- A. CDS views speed up reporting by providing a dedicated persistency layer.
- B. CDS views are developed, maintained and extended in the HANA database layer of SAPS/4HANA.
- **C. Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits.**
- **D. The content of CDS views represents a virtual data model based on the data tables of SAPS/4HANA.**

**Answer: C,D**

Explanation:

Characteristics of Core Data Services (CDS) views include:

B . Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits: CDS views enable the development of complex data models and are instrumental in supporting applications that combine transactional and analytical operations.

C . The content of CDS views represents a virtual data model based on the data tables of SAP S/4HANA: CDS views facilitate the creation of a semantic layer on top of the physical data model, enabling easier data consumption and interpretation.

### NEW QUESTION # 61

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Factsheets
- B. Transactional apps
- **C. SAP Smart Business**
- D. SAP S/4HANA embedded analytics

**Answer: C**

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

### NEW QUESTION # 62

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- **A. You must send the payer a single invoice list instead of the individual invoices.**
- B. You must set up a periodic billing plan for the invoice list creation.
- **C. You must create an invoice list at specified time intervals or on specific dates.**
- D. You use preliminary billing documents for the invoice list creation.

**Answer: A,C**

Explanation:

Characteristics of an invoice list process include:

B . You must set up a periodic billing plan for the invoice list creation: This consolidates multiple invoices into a single document for the payer.

C . You must create an invoice list at specified time intervals or on specific dates: This defines the periodic nature of invoice list creation, bundling invoices over a set period.

### NEW QUESTION # 63

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct answers to this question.

- **A. Company code**
- **B. Sales organization**
- C. Business area



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