

# SAP C\_TS462\_2023 Test Sample Online | C\_TS462\_2023 Latest Test Answers



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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
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>• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</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>

- 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.

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## Quiz 2026 Valid C\_TS462\_2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Test Sample Online

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

#### NEW QUESTION # 10

You want to ensure that only complete sales documents can be saved.  
How can you achieve this?

- A. Activate the General option in status groups used in checks for sales document header fields.
- B. Assign an incompleteness procedure to all schedule line categories used in sales.
- C. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.
- D. Set the No Change Possible flag in the partner determination procedure of the sold-to party.

**Answer: C**

Explanation:

To ensure that only complete sales documents can be saved, the most effective approach is:

A. Set Dialog Message for Incompletion flag in the configuration for the relevant sales document types.

By setting this flag for the sales document types in the configuration, the system will prompt a dialog message for any incomplete fields based on the assigned incompleteness procedures. This will prevent users from saving the sales document until all mandatory fields are filled out, thereby ensuring the completeness of the document.

#### NEW QUESTION # 11

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. Delivery requirements in material planning are updated.
- B. The billing document can now be created.
- C. The warehouse task status is set to complete.
- D. The overall status of the delivery is set to complete.
- E. The document flow is updated.

**Answer: A,B,E**

Explanation:

Pricing and condition technique

#### NEW QUESTION # 12

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP

S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- B. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- C. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.
- D. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.

**Answer: A,D**

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

#### NEW QUESTION # 13

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Goods movement type
- B. Structure scope
- C. Delivery relevance
- D. Create delivery group

**Answer: A,C**

Explanation:

When configuring a schedule line category, the controls you can set include:

B . Delivery relevance: This determines whether the schedule line and thus the item are relevant for delivery, affecting the generation of delivery documents.

C . Goods movement type: This controls the type of goods movement that will be posted when delivery for items in this schedule line category is executed, impacting inventory management.

#### NEW QUESTION # 14

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. XML
- B. ALE
- C. Fax
- D. E-mail
- E. Print

**Answer: A,D,E**

Explanation:

Basic Functions (customizing)

#### NEW QUESTION # 15

