

試験の準備方法-素敵なC_TS462受験対策試験-実際のC_TS462合格内容



C_TS462学習実践ガイドは、実際の試験を刺激する機能を強化します。クライアントは当社のソフトウェアを使用して、実際の試験を刺激し、実際のC_TS462試験の速度、環境、プレッシャーに精通し、実際の試験の準備を整えることができます。仮想試験環境では、クライアントはC_TS462の質問に答えるために速度を調整し、実際の戦闘能力を訓練し、実際のテストのプレッシャーに調整することができます。また、C_TS462学習実践ガイドの習熟度を理解することもできます。

SAP C_TS462 Exam Syllabus Topics:

Section	Objectives
Topic 1: SAP S/4HANA Sales Overview	- SAP S/4HANA architecture for Sales • 1. Integration with finance and logistics • 2. Cloud private edition deployment characteristics - Sales business processes in SAP S/4HANA • 1. Order-to-cash process • 2. Inquiry, quotation, and sales order processing
Topic 2: Configuration of Sales Processes	- Partner determination and output control • 1. Business partner roles in sales • 2. Output management basics - Sales document configuration • 1. Sales document types and item categories • 2. Copy control settings
Topic 3: Reporting and Analytics	- Sales reporting tools • 1. Embedded analytics overview • 2. Standard SAP Fiori apps for sales analytics

Topic 4: Order Fulfillment and Logistics Integration	- Inventory and warehouse integration • 1. Integration with embedded EWM (overview) • 2. Stock management in sales processes - Delivery processing • 1. Picking, packing, and goods issue • 2. Outbound delivery creation and processing
Topic 5: Pricing and Billing	- Billing processes • 1. Integration with financial accounting • 2. Billing document creation - Pricing procedure • 1. Pricing elements and condition records • 2. Condition technique

>> C_TS462受験対策 <<

信頼できるC_TS462受験対策 & 合格スムーズC_TS462合格内容 | 実地的なC_TS462教育資料

IT職員のあなたは毎月毎月のあまり少ない給料を持っていますが、暇の時間でひたすら楽しむんでいいですか。SAP C_TS462試験認定書はIT職員野給料増加と仕事の昇進にとって、大切なものです。それで、我々社の無料のSAP C_TS462デモを参考して、あなたに相応しい問題集を入手します。暇の時間を利用して勉強します。努力すれば報われますので、SAP C_TS462資格認定を取得して自分の生活状況を改善できます。

SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales 認定 C_TS462 試験問題 (Q130-Q135):

質問 # 130

A building materials manufacturer is validating SAP S/4HANA Sales after assigning a newly created regional sales unit in a mixed SAP S/4HANA Cloud Private Edition and on-premise landscape. Test users can create sales orders for existing organizational units, but when the new regional unit is selected, the order cannot proceed consistently into delivery planning. The visible artifact is an organizational assignment mismatch during order validation, even though the material and customer are already usable in other sales areas.

The implementation team must keep the regional rollout aligned with the standard sales model. The constraint is to correct the organizational setup without changing the customer identity or replacing the sales order process.

Which action best addresses the configuration dependency causing the order validation mismatch?

Response:

- A. xtend the material only to the plant used by the new regional unit so delivery planning can proceed after the order is saved.
- B. aintain a delivery block for the new regional unit so order entry can continue while logistics validates the organizational assignment manually.
- C. alidate the enterprise structure assignments so the sales organization, distribution channel, division, and related sales area dependencies are consistently available for sales execution.
- D. hange the sales document type so orders from the new regional unit can bypass sales-area validation during initial order creation.

正解: C

解説:

Feedback:

This resolves the issue at the enterprise structure configuration layer. Sales execution depends on the sales organization, distribution channel, division, and related assignments being valid before customer, material, and delivery planning data can be consistently interpreted.

質問 # 131

CHALLENGE 2 Promotional Bundle Behavior in Sales Order Processing The retail business wants promotional bundles to remain flexible for seasonal selling. The template owner wants to prevent local settings that later regions cannot reuse.

Which implementation choice best reflects the scenario's governance prioritization?

Response:

- A. elay all promotional bundle testing until after the first region is live and stable.
- B. onvert every bundle into separate standard item orders so the shared template does not need promotional behavior.
- **C. alidate bundle behavior within the shared sales template and allow only supported promotional variations after testing.**
- D. ermit store-specific bundle settings during the pilot because local promotion handling is the fastest route to launch.

正解: C

解説:

Feedback:

This preserves a reusable template while still allowing valid promotional variation. It reflects the governance tension between seasonal commercial flexibility and rollout maintainability.

質問 # 132

A pharmaceutical distributor is preparing SAP S/4HANA Sales for a private-cloud go-live while retaining selected on-premise customer relationships during transition. Test sales orders can be created for a hospital customer, but the expected ship-to and bill-to proposal does not appear for one new sales area. The visible artifact is a partner proposal gap at order entry even though the business partner record is active and the sold-to party can be selected.

The project team must preserve the shared business partner record and avoid duplicate customer creation. The constraint is to restore standard partner proposal behavior for order execution in the new sales area.

What should the consultant validate first to correct the partner proposal gap?

Response:

- A. hange the sales order type so partner roles are no longer proposed automatically during order creation for the hospital customer.
- B. reate separate business partner records for ship-to and bill-to usage so each role can be proposed independently in the new sales area.
- C. dd a delivery block to orders for the hospital customer so logistics can manually verify partner roles before delivery creation.
- **D. alidate the customer role, partner function assignment, and sales-area-dependent partner data so the required partners are proposed during order entry.**

正解: D

解説:

Feedback:

This addresses the master data and partner binding layer used during order creation. The business partner can be active and selectable, but ship-to and bill-to proposal depends on the customer role and sales-area-dependent partner function data being maintained correctly.

質問 # 133

A specialty chemicals company is implementing SAP S/4HANA Sales in SAP S/4HANA Cloud Private Edition while keeping some established on-premise billing practices during a phased transition. In testing, outbound deliveries are completed, but invoices for one new sales flow do not reflect the intended commercial calculation. The billing document is created, but the pricing result misses a condition expected for that customer and material combination.

The finance lead wants the configuration corrected before rollout without replacing the standard billing process. The constraint is to preserve the phased modernization approach while ensuring billing output reflects the intended pricing setup.

Which action is the best next configuration validation step?

Response:

- A. aintain a manual price correction in the billing document so finance users can complete invoices during the private-cloud

rollout.

- B. alidate the pricing configuration and condition determination inputs used by the sales flow so the required condition can be retrieved before billing calculation.
- C. hange the billing document type so invoices for the new sales flow can be created with a separate commercial calculation path.
- D. djust the delivery completion status so billing is triggered only after logistics confirms that all item quantities are fully processed.

正解: B

解説:

Feedback:

This targets the pricing determination layer that feeds the commercial calculation before billing output is finalized. The missing condition depends on configured condition retrieval inputs being aligned with the customer, material, and sales flow.

質問 # 134

CHALLENGE 2 — Project Packaging Item Behavior Across Order Types A protective insert sells correctly as a catalog replenishment item. The same material behaves differently when included in a project-specific packaging order with substitution preferences.

Which evaluation should occur first?

Response:

- A. emove substitution preferences from SIT and test only catalog replenishment items.
- B. reate the outbound delivery first because delivery processing determines sales order item behavior.
- C. onfirm whether sales document type and item category behavior support the project material and substitution context.
- D. djust the customer agreement price so the project material matches the catalog item value.

正解: C

解説:

Feedback:

The behavior difference appears during sales order processing, so document and item behavior should be validated first. This confirms whether the project material and substitution context are supported before delivery, billing, or pricing is treated as the source.

質問 # 135

.....

あなたが悲しいとき、勉強したほうがいいです。勉強があなたに無敵な位置に立たせます。JpshikenのSAPのC_TS462試験トレーニング資料は同様にあなたに無敵な位置に立たせることができます。このトレーニング資料を手に入れたら、あなたは国際的に認可されたSAPのC_TS462認定試験に合格することができるようになります。そうしたら、金銭と地位を含むあなたの生活は向上させることができます。そのとき、あなたはまだ悲しいですか。いいえ、あなたはきっと非常に誇りに思うでしょう。Jpshikenがそんなに良いトレーニング資料を提供してあげてくれることを感謝すべきです。Jpshikenはあなたが方途を失うときにヘルプを提供します。あなたの独自の品質を向上させるだけでなく、完璧な人生価値を実現することも助けます。

C_TS462合格内容: https://www.jpshiken.com/C_TS462_shiken.html

- C_TS462日本語版復習資料 □ C_TS462日本語版受験参考書 □ C_TS462日本語版問題集 □▷ www.passtest.jp <サイトにて最新> C_TS462 □※□問題集をダウンロードC_TS462無料ダウンロード
- 最高のC_TS462受験対策一回合格-高品質なC_TS462合格内容 □ □ www.goshiken.com □の無料ダウンロード (C_TS462) ページが開きますC_TS462日本語版受験参考書
- 最新のC_TS462受験対策-資格試験におけるリーダーオファー-唯一無二なSAP SAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales □ ウェブサイト「www.jpexam.com」から▷ C_TS462 ◀を開いて検索し、無料でダウンロードしてくださいC_TS462最新問題
- C_TS462無料ダウンロード □ C_TS462無料サンプル □ C_TS462日本語版受験参考書 □ サイト{www.goshiken.com}で▶ C_TS462 □問題集をダウンロードC_TS462模擬問題
- C_TS462試験の準備方法 | 100%合格率のC_TS462受験対策試験 | 効果的なSAP Certified - Implementation Consultant for SAP S/4HANA Cloud Private Edition, Sales合格内容 □ ウェブサイト「www.goshiken.com」から

[illegible]