

C-TS462-2023 Latest Study Notes & Pass C-TS462-2023 Exam



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">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.
Topic 3	<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 4	<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 5	<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 6	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	<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 8	<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 (Q49-Q54):

NEW QUESTION # 49

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.
- B. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- C. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.
- D. The With Reservations indicator is set in the configuration of the scope of availability check.

Answer: D

Explanation:

The setting that could lead to the complete confirmation of the ordered quantity despite only partial stock availability is:

D . The With Reservations indicator is set in the configuration of the scope of availability check: This setting might allow the system to confirm the full order quantity based on anticipated stock receipts within the replenishment lead time.

NEW QUESTION # 50

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Set the Exclusion indicator in the condition record for the special price.
- B. Set the Exclusion indicator in the condition records for all discounts.
- C. Activate the Condition Update indicator in the condition records for the special price.
- D. Create a condition record for a customer-specific price.

Answer: A

Explanation:

To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:

D . Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is applied, other discount conditions are excluded for the calculation.

NEW QUESTION # 51

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Delivery type
- B. Item category group
- C. MRP type
- D. Higher-level item category
- E. Shipping point

Answer: A,B,D

Explanation:

The delivery item category is determined using:

A . Higher-level item category: This can influence the determination of sub-item categories in deliveries.

C . Delivery type: This plays a direct role in how items within the delivery are categorized.

E . Item category group: Defined in the material master, this influences the default item category in sales and delivery documents.

NEW QUESTION # 52

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Company
- B. Sold-to party
- C. Group
- D. Organization

Answer: B,D

Explanation:

Business partner categories used to create customer master records include:

A . Organization: This category is used for legal entities or organizational units within a company.

D . Sold-to party: This is a specific role within the business partner concept, representing the customer who places orders.

NEW QUESTION # 53

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Sales document type
- B. Shipping conditions
- C. Transportation group
- D. Loading group
- E. Plant

Answer: B,D,E

Explanation:

Shipping Process and Customizing

NEW QUESTION # 54

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