

C_TS462_2023 Questions and Answers: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales & C_TS462_2023 Practice Test



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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"> • Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 6	<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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

NEW QUESTION # 55

You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type groups
- B. Condition category
- C. Condition type
- D. Condition record

Answer: C,D

Explanation:

You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 56

To which elements do you assign a partner determination procedure? Note: There are 2 correct answers to this question.

- A. Business partner category
- B. Delivery item category
- C. Delivery type
- D. Account group

Answer: C,D

Explanation:

A partner determination procedure is assigned to:

C . Account group: This determines how partners are identified and managed within different account groups in the system

D . Delivery type: This defines how partners are involved in the delivery processes and what roles they play.

NEW QUESTION # 57

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to

this question.

- A. Sales office to sales area
- B. Plant to combination of sales organization and distribution channel
- C. Sales group to sales office
- D. Division to sales organization

Answer: B,D

Explanation:

Mandatory SAP S/4HANA Sales organizational unit assignments include:

A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.

B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NEW QUESTION # 58

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Payment terms
- B. Invoicing list scheduling
- C. Billing address
- D. Billing plan

Answer: A,C

Explanation:

Information that comes from the payer includes:

C . Billing address: The billing address is typically associated with the payer and is used for invoicing purposes.

D . Payment terms: Payment terms, which define how and when payment for invoices is to be made, are often maintained in the payer's master data.

NEW QUESTION # 59

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

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

Answer: A,C

NEW QUESTION # 60

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