

# 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"><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>• 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>
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>• 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 5	<ul style="list-style-type: none"> <li>• <b>Billing Process and Customizing:</b> This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Organizational Structures:</b> This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li> </ul>

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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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