New C-TS462-2023 Braindumps Questions, C-TS462-2023 Exam Quizzes

Our C-TS462-2023 study materials are widely read and accepted by people. Through careful adaption and reorganization, all knowledge will be integrated in our C-TS462-2023 real exam. The explanations of our C-TS462-2023 exam materials also go through strict inspections. So what you have learned are absolutely correct. All in all, we have invested many efforts on compiling of the C-TS462-2023 Practice Guide. At last, we will arrange proofreaders to check the study materials.

SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 2	• 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 3	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 4	• 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	• 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 6	• 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 7	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 8	• 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 (Q31-Q36):

NEW QUESTION # 31
What must every condition record contain?
Note: There are 2 correct answers to this question.

- A. Quantity
- B. Calculation type
- C. Scale
- D. Validity period

Answer: A,D

Explanation:
Every condition record in SAP must contain:
D . Validity period: This specifies the time frame during which the condition record is active and can be applied in transactions. It's essential to define the start and end dates to ensure that the condition is only used within the intended period.
C . Quantity: Often, condition records include quantity scales that adjust the condition value (e.g., price, discount) based on the quantity ordered or purchased. While a specific quantity may not always be a mandatory field for every type of condition record, many condition types are set up to use quantity scales to determine the applicable condition value.
While scales (Option A) are commonly used in condition records, they are not mandatory for every condition record. Similarly, the calculation type (Option B) is a property of the condition type rather than an individual condition record. The condition type dictates how the system calculates the value of the condition (e.g., as a percentage, fixed amount, etc.), but this setting is defined at the condition type level, not for each individual record.

NEW QUESTION # 32
Which of the following is a use case for a billing plan type?

- A. Convergent billing
- B. Milestone billing
- C. Settlement management
- D. Invoice lists

Answer: B

NEW QUESTION # 33

You want to be able to create and goods issue an outbound delivery for a stock material.
What settings should you make? Note: There are 3 correct answers to this question.

- A. Define the goods movement type in the schedule line category.
- B. Activate schedule lines allowed in the order item category.
- C. Set the order item category to be relevant for delivery.
- D. Set the schedule line category to be relevant for delivery.
- E. Define the goods movement type in the delivery item category.

Answer: A,B,D

Explanation:
Shipping Process and Customizing

NEW QUESTION # 34

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Color coding is used to indicate the status of a document.
- B. Issue solving is supported by a wizard based on machine learning (ML).
- C. The process flow supports direct navigation to applications that can be used to solve problems.
- D. The status of a document is updated using artificial intelligence (AI) algorithms.

Answer: C,D

NEW QUESTION # 35

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Drop
- B. Fill
- C. Redistribute
- D. Gain
- E. Obtain

Answer: B,C,D

Explanation:
Confirmation strategies available in backorder processing include:
A . Fill: This strategy aims to completely fulfill as many sales orders as possible.
B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.
D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

NEW QUESTION # 36

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