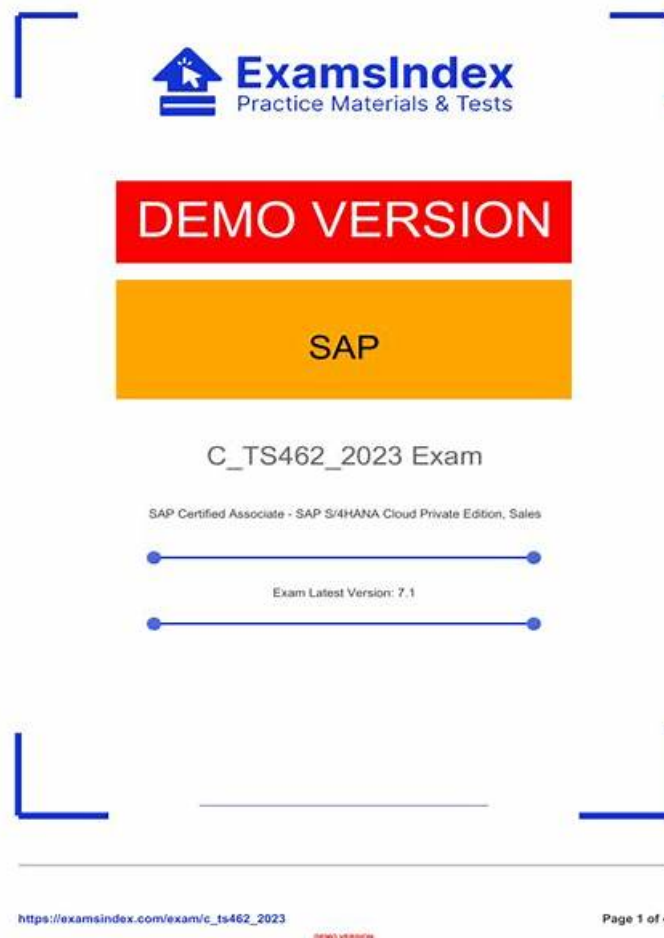


SAP C_TS462_2023 Practice Exam Questions, C_TS462_2023 Examcollection Questions Answers



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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	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

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	• 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 7	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Pick/pack time of the warehouse number
- B. Transportation lead time of the forwarding agent
- C. Loading time of the shipping point
- D. Transit time of the route

Answer: C,D

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.

B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

NEW QUESTION # 16

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. DALE
- B. XML
- C. Fax
- D. E-mail
- E. Print

Answer: B,D,E

Explanation:

Channels supported by BRF+ output management include:

B . Print: Traditional paper-based documents.

C . XML: Electronic data interchange format.

D . E-mail: Electronic mailing of documents.

NEW QUESTION # 17

To which elements do you assign a partner determination procedure? Note: There are 3 correct answers to this question.

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

Answer: A,C,D

NEW QUESTION # 18

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set up condition type K029 as a header condition.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set the Condition Update indicator for condition type K029.
- D. You need to set the Condition Index indicator for condition type K029.

Answer: B

Explanation:

Pricing and condition technique

NEW QUESTION # 19

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

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

Answer: B,C,E

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 # 20

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