

Free PDF 2026 SAP - C_TS462_2023 - SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Examcollection Dumps Torrent



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
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	• 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 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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q58-Q63):

NEW QUESTION # 58

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Quotation type
- B. Order item category
- C. Order type
- **D. Copying control**

Answer: D

Explanation:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

NEW QUESTION # 59

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- **A. Set up condition type groups for the freight charge.**
- B. Assign a group condition routine to the freight charge.
- C. Set up calculation type B (fixed amount) for the freight charge.
- D. Set up the freight charge as a header condition.

Answer: A

Explanation:

Billing Process and Customizing

NEW QUESTION # 60

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. Loading time of the shipping point
- C. Transit time of the route
- D. Transportation lead time of the forwarding agent

Answer: A,B

NEW QUESTION # 61

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Warehouse number
- B. Distribution channel
- C. Distribution chain.
- D. Division

Answer: C

NEW QUESTION # 62

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

Answer: C

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 # 63

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