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SAP C-TS462-2023 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <ul style="list-style-type: none">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 2 | <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 3 | <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 4 | <ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes. |
| Topic 5 | <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. |
| Topic 6 | <ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing). |

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|---------|--|
| Topic 7 | <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. |
|---------|--|

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Their updated SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) practice test material includes the latest and real C-TS462-2023 questions that are very similar to those given in the actual SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) exam. Additionally, the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) practice test software creates a realistic C-TS462-2023 exam environment for users, and it also helps you in your preparation for the actual SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) test. BraindumpsIT offers the latest C-TS462-2023 exam questions in multiple formats for convenience. These formats include SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C-TS462-2023) PDF dumps, C-TS462-2023 Practice Test (web-based), and C-TS462-2023 Practice Exam Software (Desktop-Based).

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

NEW QUESTION # 15

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

Explanation:

Organizational Structures

NEW QUESTION # 16

Which of the following is a prerequisite for billing?

- A. You need a sales document type that is configured to be billing relevant.
- B. You need an billing item category that is configured to be billing relevant.
- **C. You need an order item category that is configured to be billing relevant.**
- D. You need a billing type that is configured to be billing relevant.

Answer: C

NEW QUESTION # 17

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. Shipping point
- **D. Item category group**
- **E. Delivery type**

Answer: B,D,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 # 18

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and distribution channel.
- B. It is linked to a combination of plant and shipping point.
- **C. It is linked to a combination of plant and storage location.**
- D. It is linked to a combination of sales area and plant.

Answer: C

NEW QUESTION # 19

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- **A. In the order header, set order combination to allowed.**
- B. In each order item, set complete delivery to required.
- C. In the order header, set the Complete Delivery indicator.
- D. In each order item, set partial deliveries to required.

Answer: A

Explanation:

To enable partial deliveries for a sales order while minimizing the number of deliveries, you can:

B . In the order header, set order combination to allowed: This allows for the combination of items from different orders into a single delivery, provided other criteria like ship-to party and delivery dates match.

NEW QUESTION # 20

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