Pass Guaranteed 2026 SAP Pass-Sure C_TS462_2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Reliable Test Review

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A growing number of people start to take the C_TS462_2023 exam in order to gain more intensifying attention in the different field. It is known to us that the knowledge workers have been playing an increasingly important role all over the world, since we have to admit the fact that the C_TS462_2023 certification means a great deal to a lot of the people, especially these who want to change the present situation and get a better opportunity for development. Our C_TS462_2023 Exam Questions will help you make it to pass the C_TS462_2023 exam and get the certification for sure.

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	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	• 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 4	• 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 5	• 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 6	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 7	• 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 8	• 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 (Q34-Q39):

NEW QUESTION # 34
For which type of outline agreement do you determine the material from the item category?

- A. Value contract
- B. Condition contract
- C. Quantity contract
- D. Scheduling agreement

Answer: C

Explanation:
The material for an outline agreement is determined from the item category in:
C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

NEW QUESTION # 35
How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set Partial Deliveries to required.
- B. In each order item, set Complete Delivery to required.
- C. In the order header, set Order Combination to allowed.
- D. In the order header, set the Complete Delivery indicator.

Answer: A

Explanation:
Sales Process and Analytics

NEW QUESTION # 36
You want to determine the item category in a sales document.
What do you need to consider? Note: There are 2 correct answers to this question.

- A. The material Master Data
- B. The higher-level item
- C. The sales organization
- D. The customer Master Data

Answer: A,B

NEW QUESTION # 37
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 storage location.
- C. It is linked to a combination of sales area and plant.
- D. It is linked to a combination of plant and shipping point.

Answer: B

Explanation:
Organizational Structures

NEW QUESTION # 38
You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Profit center
- B. Company code
- C. Business area
- D. Sales organization

Answer: B,D

Explanation:
For billing as part of the sales process, the configured organizational units must include:
C . Company code: Billing documents are financial documents and are associated with a company code, which represents a legal entity in financial accounting.
D . Sales organization: The sales organization is responsible for distributing goods and services, negotiating sales conditions, and bears the responsibility for those transactions.

NEW QUESTION # 39
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It requires a comprehensive understanding of the required skills and test topics. To help candidates pass the C_TS462_2023 exam, Prep4sureExam has hired qualified experts to compile such SAP C_TS462_2023 Exam Dumps that will be essential for your successful preparation in a short time. Our experts have designed such SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) practice test material that eliminates your chances of failing the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) exam.

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