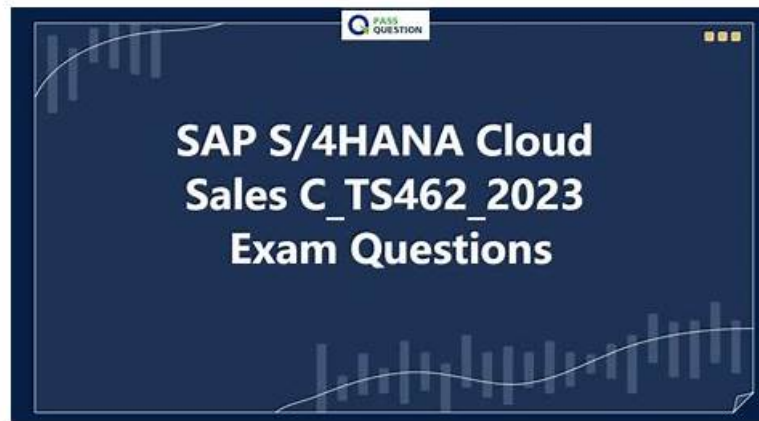# C-TS462-2023 Valid Cram Materials & Trustworthy C-TS462-2023 Exam Content

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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	• 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 3	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to 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	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 6	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 7	• 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 8	• 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
You are using multiple address handling in a sales document. At which levels can you assign the address determination? Note: There are 2 correct answers to this question.

- A. Address usage of the business partner
- B. Origin and source of the partner function
- C. Generic partner function
- D. Partner determination procedure

Answer: A,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 16
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. Distribution channel
- B. Sales organization
- C. Division
- D. Distribution chain

Answer: D

Explanation:
To allow a new plant to be a delivering plant for sales orders, you assign the plant to the:
C . Distribution chain
In SAP S/4HANA, the distribution chain (which is a combination of a sales organization and a distribution channel) is the organizational element where you define which plants are allowed to deliver products. This setup ensures that when sales orders are created within a particular sales organization and distribution channel, only the assigned plants are considered for the delivery of goods

NEW QUESTION # 17
You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

- A. Free goods
- B. Item proposal
- C. Material listing
- D. Material determination

Answer: A,D

Explanation:
The appearance of the same material as both a main item and a sub-item in an order can be caused by:

A . Free goods: This function can add an additional item to an order at no charge, which can be the same material under certain conditions.
B . Material determination: This can replace or add materials in an order based on predefined rules, potentially leading to the same material appearing more than once.

NEW QUESTION # 18

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note:
There are 2 correct answers to this question.

- A. The Billing Block field in the credit memo request must be empty.
- B. Copying control must exist between the sales document and the billing document.
- C. An appropriate reason for rejection must be assigned to the original sales order item.
- D. The billing document of the original customer invoice must be cancelled.

Answer: A,C

NEW QUESTION # 19

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. Documents of both document types can use the same item category.
- B. A Delivery Free of Charge is used to deliver material due to a complaint.
- C. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- D. In both cases, materials are priced and billed normally but the shipping is free of charge.

Answer: A,B

Explanation:
Regarding the standard behavior of Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD):
A . Documents of both document types can use the same item category: This is possible as both document types may deal with delivering goods free of charge, but under different circumstances.
D . A Delivery Free of Charge is used to deliver material due to a complaint: This is a common use of FD documents, where goods are delivered free of charge as a goodwill gesture or to rectify a complaint.

NEW QUESTION # 20

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