

# Three Easy-to-Use and Compatible NewPassLeader SAP C-TS462-2023 Exam Questions



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With the C-TS462-2023 certification exam you can climb up the corporate ladder faster and achieve your professional career objectives. Do you plan to enroll in the SAP C-TS462-2023 certification exam? Looking for a simple and quick way to crack the C-TS462-2023 test? If your answer is yes then you need to start SAP C-TS462-2023 Test Preparation with SAP C-TS462-2023 PDF Questions and practice tests. With the NewPassLeader SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales C-TS462-2023 practice test questions you can prepare yourself shortly for the final SAP C-TS462-2023 exam.

## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>

Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li> </ul>

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## Customizable C-TS462-2023 Exam Mode - C-TS462-2023 Test Answers

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q37-Q42):

#### NEW QUESTION # 37

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

**Answer: A,B**

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 # 38

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a set of working times to the shipping point.
- B. Maintain the transit time in the route in hours and minutes.
- C. Assign a shift sequence to the working times.
- D. Assign a set of working times to the plant.
- E. Maintain shifts defining the times for starting and ending work.

**Answer: A,D,E**

### NEW QUESTION # 39

To which elements do you assign a partner determination procedure? Note: There are 2 correct answers to this question.

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

**Answer: A,C**

Explanation:

A partner determination procedure is assigned to:

C . Account group: This determines how partners are identified and managed within different account groups in the system  
D . Delivery type: This defines how partners are involved in the delivery processes and what roles they play.

### NEW QUESTION # 40

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Billing type for cancellation
- B. Default delivery type for billing
- C. Reference mandatory indicator
- D. Item number increment

**Answer: A,C**

Explanation:

In a billing type, you can configure:

A . Reference mandatory indicator: This can be set to ensure that a reference document (like a delivery or order) is required to create a billing document of this type.

B . Billing type for cancellation: This defines which billing type is used when a billing document of this type is canceled.

### NEW QUESTION # 41

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant condition types.
- B. Set up condition types and assign them to the relevant pricing procedure.
- C. Set up the pricing procedure and assign it to the relevant sales document type.
- D. Set up condition tables and assign them to the relevant access sequences.

**Answer: B,D**

### NEW QUESTION # 42

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