

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



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> • Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 5	<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.
Topic 6	<ul style="list-style-type: none"> • Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

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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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