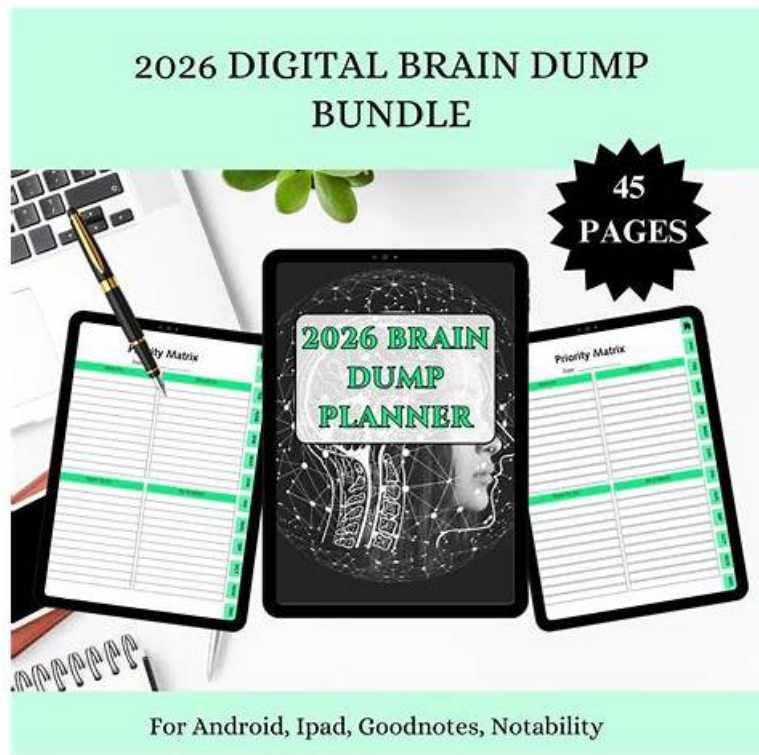# Reliable C_TS462_2023 Braindumps Book | C_TS462_2023 Guide



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## SAP C_TS462_2023 Exam Syllabus Topics:

| Topic | Details |
|---|---|
| Topic 1 | • 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 2 | • 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 | • 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 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 | • Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process. |
|---|---|
| Topic 6 | • Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure. |
| Topic 7 | • 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 8 | • Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes. |

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# SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q13-Q18):

**NEW QUESTION # 13**
You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.
Which of the following can you use to do the analysis?

- A. SAP Solution Manager
- B. Lean IX
- C. SAP Best Practices
- D. SAP Cloud ALM

**Answer: C**

Explanation:
Managing Clean Core

**NEW QUESTION # 14**
A reason for rejection has been set against a sales order item.
Why is the net value of the item still included in the total net value of the order?

- A. The item value is used statistically hence added to the net value.
- B. The update of the net value is not triggered after the rejection of the item.
- C. The reason for rejection was not assigned to the item category.
- D. The reason for rejection does not have the appropriate configuration to exclude item value.

**Answer: B**

**NEW QUESTION # 15**
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 access sequences.

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

**Answer: A,B**

## NEW QUESTION # 16

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping point
- B. Sales order type
- C. Shipping conditions
- D. Sales order item category

**Answer: B**

Explanation:
The default delivery type for an outbound delivery created from a sales order is determined from:
A . Sales order type: The sales order type has configurations that determine the subsequent document flow, including the default delivery type to be used.

## NEW QUESTION # 17

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Condition class
- B. Condition function
- C. Exclusion indicator
- D. Header condition

**Answer: A**

## NEW QUESTION # 18

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