

SAP C-TS462-2023 Free Sample | Amazing Pass Rate For Your SAP C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales

Success Tutorial

এস.এস.সি প্রস্তুতকারক - ২০২৬

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SSC 2026 Board Exam FORMULA BOOK

কপিরাইট ও প্রকাশক
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বাংলাদেশের কপিরাইট আইন, ২০০০ (সংশোধিত ২০০৬) এর আওতাধীন এবং
আইনের মাধ্যমে সুরক্ষিত।

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এই বই (বা এর কোনো অংশ) ফেসবুক, মেসেঞ্জার, হোয়াটসঅ্যাপ, টেলিগ্রাম, গুগল ড্রাইভ বা যেকোনো অনলাইন মাধ্যমে অনুমতি ছাড়া শেয়ার করা যাবে না। এ ধরনের কার্যক্রম ট্র্যাক করে আইনের আওতায় আনা হবে।

শিক্ষার্থীদের প্রতি অনুরোধ

তোমরা সবাই যেন নিজেরা এই বইটি কিনে পড়ো, তাই এটিকে আমরা ই-বুক ভাণ্ডার হিসেবে প্রকাশ করছি-খুবই অল্প মূল্যে।
এই ছোট টাকার জন্য নিজের নৈতিকতা (Ethics) নষ্ট করো না।
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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 3	<ul style="list-style-type: none"> • Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 4	<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 5	<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 6	<ul style="list-style-type: none"> • 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 7	<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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q34-Q39):

NEW QUESTION # 34

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- A. Fax
- B. XML
- C. ALE
- D. E-mail
- E. Print

Answer: B,D,E

Explanation:

Basic Functions (customizing)

NEW QUESTION # 35

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- B. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- C. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.
- D. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.

Answer: A,C

Explanation:

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

NEW QUESTION # 36

Which of the following is a use case for a billing plan type?

- A. Invoice lists
- B. Convergent billing
- C. Milestone billing
- D. Settlement management

Answer: C

Explanation:

Organizational Structures

NEW QUESTION # 37

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Transportation lead time of the forwarding agent
- B. Pick/pack time of the warehouse number
- C. Transit time of the route
- D. Loading time of the shipping point

Answer: B,D

NEW QUESTION # 38

Which of the following basic functions are based on the condition technique? Note: There are 3 correct answers to this question.

- A. Free goods
- B. Account determination
- C. Incompletion processing
- D. Partner determination
- E. Listing and exclusion

Answer: B,D,E

Explanation:

Basic functions based on the condition technique include:

A . Partner determination: The condition technique can be used to define rules for determining partners in various business transactions.

B . Listing and exclusion: This function allows specifying which products can or cannot be sold in certain areas, to certain customers, etc.

C . Account determination: This is crucial for determining the correct G/L accounts for posting sales transactions, based on conditions like material, customer, and sales area.

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