

# Hot C\_TS462\_2023 Pass Guaranteed | Valid SAP C\_TS462\_2023 Reliable Dumps Free: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales



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## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>
Topic 2	<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 3	<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 4	<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>
Topic 5	<ul style="list-style-type: none"> <li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li> </ul>
Topic 6	<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 7	<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>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q50-Q55):

#### NEW QUESTION # 50

When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

- A. Account group
- B. Business partner role
- C. Business partner grouping
- D. Business partner category

**Answer: C**

Explanation:

Managing Clean Core

#### NEW QUESTION # 51

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The app shows cost simulations for all possible order fulfillment scenarios.
- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- C. Icons and colors are used in the app to represent different types of issues.
- D. The process flow can be used to directly resolve issues as quickly as possible.

**Answer: B,D**

#### NEW QUESTION # 52

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set up copying control in Logistics Execution System for the item category.
- B. You need to set up the item category as relevant for delivery-related billing.
- C. You need to set the Schedule Lines Allowed indicator in the item category.
- D. You need to set the Item Relevant for Delivery indicator in the item category.

**Answer: B,C**

#### NEW QUESTION # 53

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. Listing and exclusion
- C. Account determination
- D. Incompletion processing



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