

# Web-based SAP C-TS462-2023 Practice Exam Software - Solution for Online Self-Assessment



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

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none"><li>• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 3	<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 4	<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 5	<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>

## C-TS462-2023 Well Prep, Valid C-TS462-2023 Test Forum

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q44-Q49):

#### NEW QUESTION # 44

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Price lists
- B. Pricing reports
- C. Manage Prices - Sales app
- D. Listing

**Answer: A,C**

#### NEW QUESTION # 45

Which settings do the cash sales process and the rush order process have in common? Note: There are 2 correct answers to this question.

- A. The billing type settings
- B. The item category determination
- C. The immediate delivery setting
- D. The lead time in days

**Answer: A,C**

Explanation:

Cash sales and rush order processes share the following settings:

B . The billing type settings: Both processes typically involve immediate billing upon order creation or delivery.

D . The immediate delivery setting: Both processes are designed for rapid processing, often including immediate or very quick delivery after order placement.

#### NEW QUESTION # 46

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

**Answer: B,C**

#### NEW QUESTION # 47

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Organization

- B. Company
- **C. Group**
- D. Sold-to party

**Answer: A,C**

Explanation:  
Master Data

#### NEW QUESTION # 48

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

**Answer: B,C**

Explanation:  
Pricing and condition technique

#### NEW QUESTION # 49

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