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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 5	• 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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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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