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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	• 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 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 4	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 5	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
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	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q27-Q32):

NEW QUESTION # 27
Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- B. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- C. It is possible to maintain one condition column cell with multiple result column cells for each table row.
- D. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.

Answer: A

Explanation:
Basic Functions (customizing)

NEW QUESTION # 28
When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.
What must you do? Note: There are 3 correct answers to this question.

- A. Include the text type with an appropriate access sequence in the text determination procedure.
- B. Assign an appropriate text type to the sales document type.
- C. Ensure that the access sequence reads the sold-to party text first.
- D. Assign the text determination procedure to the sales document type.
- E. In the access sequence, set the partner function language for this text to "sold-to party".

Answer: A,D,E

Explanation:
Basic Functions (customizing)

NEW QUESTION # 29

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.
What must you do? Note: There are 3 correct answers to this question.

- A. Include the text type with an appropriate access sequence in the text determination procedure.
- B. Assign an appropriate text type to the sales document type.
- C. Ensure that the access sequence reads the sold-to party text first.
- D. Assign the text determination procedure to the sales document type.
- E. In the access sequence, set the partner function language for this text to "sold-to party".

Answer: A,D,E

NEW QUESTION # 30

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

Answer: A

Explanation:
Managing Clean Core

NEW QUESTION # 31

Which of the following is a characteristic of a service item in a sales order?

- A. The Delivering Plant field is not required.
- B. The item in the sales order is blocked for delivery.
- C. The service item has no schedule line assigned.
- D. The material has a specific item category group.

Answer: D

Explanation:
Sales Process and Analytics

NEW QUESTION # 32

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For SAP aspirants wishing to clear the SAP test and become a SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales certification holder, Easy4Engine SAP C-TS462-2023 practice material is an excellent resource. By preparing with Easy4Engine actual SAP C-TS462-2023 Exam Questions, you can take get success on first attempt and take an important step toward accelerating your career. Download updated C-TS462-2023 exam questions today and start preparation.

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