

C-TS462-2023 Reliable Test Pattern & Exam C-TS462-2023 Actual Tests



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none">• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.
Topic 4	<ul style="list-style-type: none">• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.

>> C-TS462-2023 Reliable Test Pattern <<

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q45-Q50):

NEW QUESTION # 45

You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

- A. The sales organization
- B. The material master data
- C. The higher-level item
- D. The customer master data

Answer: B,C

Explanation:

When determining the item category in a sales document, consider:

- B . The material master data: The item category group from the material master influences the determination process.
- C . The higher-level item: For sub-items, the item category can be influenced by the category of the higher-level item.

NEW QUESTION # 46

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether a storage location should be determined
- B. Whether over-delivery is allowed
- C. Whether a delivery should be split by warehouse number
- D. Whether the route should be redetermined

Answer: A,B

NEW QUESTION # 47

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and distribution channel.
- B. It is linked to a combination of plant and shipping point.
- C. It is linked to a combination of sales area and plant.
- D. It is linked to a combination of plant and storage location.

Answer: D

NEW QUESTION # 48

You want to use billing as part of the sales process. Which organizational units must be configured? Note: There are 2 correct answers to this question.

- A. Company code
- B. Business area
- C. Profit center
- D. Sales organization

Answer: A,D

Explanation:

Organizational Structures

NEW QUESTION # 49

Where can you control whether a material availability check can be performed? Note: There are 3 correct answers to this question.

- A. In the customer master record
- B. In the schedule line category
- C. In the material master record
- D. In the requirements class
- E. In the sales order item category

Answer: B,C,D

Explanation:

A material availability check can be controlled from:

A. In the material master record: This contains settings related to availability checks for the material.

B. In the schedule line category: This determines whether and how availability checks are performed for schedule lines.

E. In the requirements class: This is linked to the material via the material master and controls the parameters for the availability check.

NEW QUESTION # 50

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