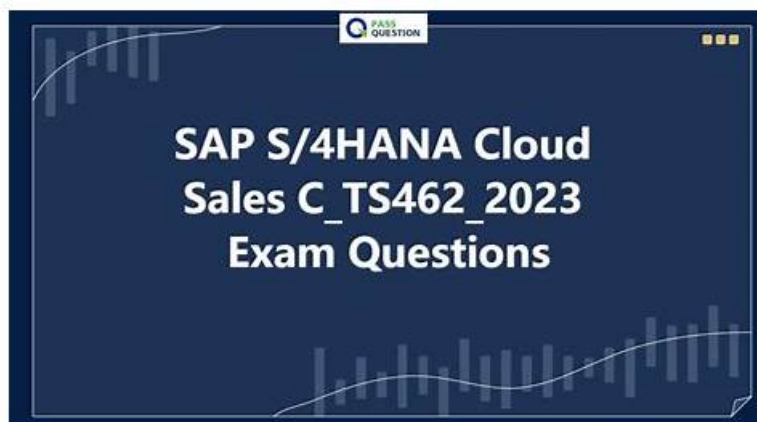


# Admirable C-TS462-2023 Exam Questions: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales bring you reliable Guide Materials



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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>• 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 3	<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 4	<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 5	<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 6	<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 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>
Topic 8	<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>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q55-Q60):

#### NEW QUESTION # 55

When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Obtain
- B. Fill
- C. Drop
- D. Gain
- E. Redistribute

**Answer: B,D,E**

#### NEW QUESTION # 56

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app? Note: There are 2 correct answers to this question.

- A. With transaction VF04, a user can simulate the creation of multiple billing documents.
- B. With the app, a user can set default billing blocks for sales documents.
- C. With transaction VF04, a user can cancel a collective billing run.
- D. With the app, a user can block the automatic posting of billing documents.

**Answer: A,C**

Explanation:

Differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app include:

B . With transaction VF04, a user can simulate the creation of multiple billing documents: This feature allows users to preview the results of the billing run without actually generating the documents.

C . With transaction VF04, a user can cancel a collective billing run: This functionality provides users with the option to undo a billing run if necessary, which might not be directly available in the Fiori app.

#### NEW QUESTION # 57

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The overall status of the delivery is set to complete.
- B. The billing document can now be created.
- C. The warehouse task status is set to complete.
- D. Delivery requirements in material planning are updated.
- E. The document flow is updated.

**Answer: B,D,E**

### NEW QUESTION # 58

Which of the following is a prerequisite for billing?

- A. You need a billing type that is configured to be billing relevant.
- B. You need a sales document type that is configured to be billing relevant.
- C. You need an order item category that is configured to be billing relevant.
- D. You need an billing item category that is configured to be billing relevant.

**Answer: C**

Explanation:

Billing Process and Customizing

### NEW QUESTION # 59

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Ordering party (1)
- B. Invoicing party (11)
- C. Ship-to party (SH)
- D. Sold-to party (SP)

**Answer: C,D**

### NEW QUESTION # 60

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