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This practice exam software includes all C-TS462-2023 exam questions that have a high chance of appearing in the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam. The C-TS462-2023 practice exam allows you to set the number of questions and time for each attempt and presents you with a self-assessment report showing your performance. You might not be able to get all-in-one practice material for the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales C-TS462-2023 of such excellent quality anywhere else.

SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 2	<ul style="list-style-type: none"> • 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 3	<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 4	<ul style="list-style-type: none"> • 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 5	<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.

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

Answer: C,D,E

Explanation:

Confirmation strategies available in backorder processing include:

A . Fill: This strategy aims to completely fulfill as many sales orders as possible.

B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.

D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

NEW QUESTION # 56

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Shipping conditions
- B. Plant
- C. Loading group
- D. Sales document type
- E. Transportation group

Answer: A,B,C

Explanation:

Shipping Process and Customizing

NEW QUESTION # 57

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Order item category
- B. Order type
- C. Quotation type
- D. Copying control

Answer: D

Explanation:

To ensure the entire quotation is always included in the sales order, the setting is made in:

A . Copying control: This defines how data is transferred from one document to another, such as from a quotation to a sales order, and can be configured to ensure the complete transfer of all items from the quotation.

NEW QUESTION # 58

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 requirements class
- C. In the material master record
- D. In the schedule line category
- 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 # 59

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Reference mandatory indicator
- B. Default delivery type for billing
- C. Item number increment
- D. Billing type for cancellation

Answer: C,D

Explanation:







Billing Process and Customizing

NEW QUESTION # 60

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