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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
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	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 4	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.

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If you prepare well in advance, you'll be stress-free on the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales C_TS462_2023 exam day and thus perform well. Candidates can know where they stand by attempting the SAP C_TS462_2023 practice test. It can save you lots of time and money. The question on the SAP C_TS462_2023 Practice Test is quite similar to the SAP C_TS462_2023 questions that get asked on the C_TS462_2023 exam day.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales

Sample Questions (Q19-Q24):

NEW QUESTION # 19

Which of the following is a use case for a billing plan type?

- A. Settlement management
- B. Convergent billing
- C. Milestone billing
- D. Invoice lists

Answer: C

NEW QUESTION # 20

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In the order header, set the Complete Delivery indicator.
- B. In each order item, set partial deliveries to required.
- C. In each order item, set complete delivery to required.
- D. In the order header, set order combination to allowed.

Answer: D

Explanation:

To enable partial deliveries for a sales order while minimizing the number of deliveries, you can:

B . In the order header, set order combination to allowed: This allows for the combination of items from different orders into a single delivery, provided other criteria like ship-to party and delivery dates match.

NEW QUESTION # 21

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. Manage Prices - Sales app
- C. Pricing reports
- D. Listing

Answer: B,C

Explanation:

To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the "Manage Prices - Sales" app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

NEW QUESTION # 22

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Sales office to sales area
- B. Sales group to sales office
- C. Division to sales organization
- D. Plant to combination of sales organization and distribution channel

Answer: C,D

Explanation:
Organizational Structures

NEW QUESTION # 23

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. XML
- B. E-mail
- C. DALE
- D. Print
- E. Fax

Answer: A,B,D

Explanation:
Channels supported by BRF+ output management include:
B . Print: Traditional paper-based documents.
C . XML: Electronic data interchange format.
D . E-mail: Electronic mailing of documents.

NEW QUESTION # 24

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