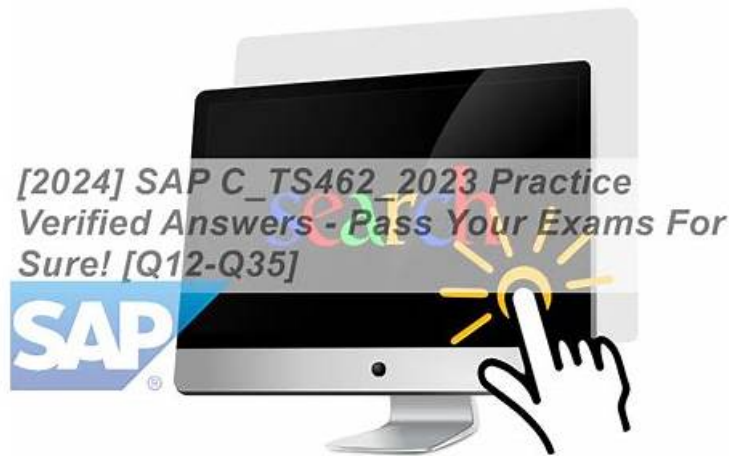


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We are constantly updating our practice material to ensure that you receive the latest preparation material based on the actual SAP C_TS462_2023 exam content. Up to 1 year of free SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) exam questions updates are also available at Pass4SureQuiz. The Pass4SureQuiz offers a money-back guarantee (terms and conditions apply) for students who fail to pass their SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C_TS462_2023) exam on the first try.

SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 3	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 4	Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 5	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 6	Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 7	Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 8	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q16-Q21):

NEW QUESTION # 16

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Shipping conditions
- **B. Sales order type**
- C. Sales order item category
- D. Shipping point

Answer: B

NEW QUESTION # 17

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

Answer: B

Explanation:
Managing Clean Core

NEW QUESTION # 18

Which setting differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD)?

- **A. The billing type setting**
- B. The reference mandatory setting
- C. The delivery block setting
- D. The item category setting

Answer: A

Explanation:
The setting that differs between Free of Charge Delivery (FD) and Subsequent Delivery Free of Charge (SD) is:
D. The billing type setting: This determines how the delivery is processed in billing, which can vary significantly between FD and SD, reflecting the different nature of these deliveries.

NEW QUESTION # 19

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Organization
- B. Group
- C. Company
- D. Sold-to party

Answer: A,B

Explanation:
Master Data

NEW QUESTION # 20

You investigate the standard behavior of the two sales document types Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD). What do you find out? Note: There are 2 correct answers to this question.

- A. A Delivery Free of Charge is used to deliver material due to a complaint.
- B. Documents of both document types can use the same item category.
- C. A Subsequent Delivery Free of Charge has to be created with reference to a preceding document.
- D. In both cases, materials are priced and billed normally but the shipping is free of charge.

Answer: A,B

Explanation:

Regarding the standard behavior of Delivery Free of Charge (FD) and Subsequent Delivery Free of Charge (SD):

A . Documents of both document types can use the same item category: This is possible as both document types may deal with delivering goods free of charge, but under different circumstances.

D . A Delivery Free of Charge is used to deliver material due to a complaint: This is a common use of FD documents, where goods are delivered free of charge as a goodwill gesture or to rectify a complaint.

NEW QUESTION # 21

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