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## SAP C\_TS462\_2023 Certification: Exam Details, Syllabus and Questions

SAP C\_TS462\_2023 Exam Guide

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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>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>
Topic 3	<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 4	<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 5	<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 6	<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 7	<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 8	<ul style="list-style-type: none"> <li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li> </ul>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q37-Q42):

#### NEW QUESTION # 37

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Listing
- B. Price lists**
- C. Manage Prices - Sales app**
- D. Pricing reports

**Answer: B,C**

#### NEW QUESTION # 38

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

- A. Listing
- B. Pricing reports**
- C. Price lists
- D. Manage Prices - Sales app**

**Answer: B,D**

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 # 39

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?  
Note: There are 2 correct answers to this question.

- A. Use the Change condition (VK12) transaction.
- B. Use the Creation of Pricing Lists app.
- C. Use the Manage Prices - Sales app.
- D. Use report COND\_AV.

**Answer: A,C**

Explanation:

To change the default description of a specific condition type for selected condition records, you can:

A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.  
D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

### NEW QUESTION # 40

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

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

**Answer: B,D**

### NEW QUESTION # 41

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The app shows cost simulations for all possible order fulfillment scenarios.
- B. Icons and colors are used in the app to represent different types of issues.
- C. The process flow can be used to directly resolve issues as quickly as possible.
- D. The app allows a user to monitor sales orders in critical stages and efficiently address issues.

**Answer: C,D**

Explanation:

Sales Process and Analytics

### NEW QUESTION # 42

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