

2026 SAP The Best Valid Exam C-TS462-2023 Preparation



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<ul style="list-style-type: none">• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 3	<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 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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q49-Q54):

NEW QUESTION # 49

Texts are copied from a sold-to party to a sales order. Any later change to the sold-to party texts should not be visible in this order. Which object controls this behavior?

- A. Text procedure assignment
- B. Text ID
- C. Access sequence
- D. Text determination procedure

Answer: D

NEW QUESTION # 50

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Manager
- B. SAP Signavio Process Intelligence
- C. SAP Signavio Process Governance
- D. SAP Signavio Process Insights

Answer: A,C

NEW QUESTION # 51

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Update indicator for condition type K029.
- B. You need to set up condition type K029 as a header condition.
- C. You need to set up condition type K029 as a group condition.
- D. You need to set the Condition Index indicator for condition type K029.

Answer: C

Explanation:

Pricing and condition technique

NEW QUESTION # 52

How does the system determine the warehouse number in an order-to-cash process?

- A. It is linked to a combination of plant and storage location.
- B. It is linked to a combination of plant and shipping point.
- C. It is linked to a combination of sales area and plant.
- D. It is linked to a combination of plant and distribution channel.

Answer: A

Explanation:
Organizational Structures

NEW QUESTION # 53

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. The app allows a user to monitor sales orders in critical stages and efficiently address issues.**
- **C. Icons and colors are used in the app to represent different types of issues.**
- D. The process flow can be used to directly resolve issues as quickly as possible.

Answer: B,C

Explanation:

Features of the Sales Order Fulfillment Issues app include:

A . The app allows a user to monitor sales orders in critical stages and efficiently address issues: This helps in quickly identifying and resolving issues that can delay order processing.

C . Icons and colors are used in the app to represent different types of issues: This visual representation helps users quickly understand the nature and severity of issues.

NEW QUESTION # 54

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