

Pass Guaranteed 2026 Updated SAP C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales New Braindumps



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none">Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.

Quiz 2026 C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales – High Pass-Rate New Braindumps

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q41-Q46):

NEW QUESTION # 41

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

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

Answer: B

Explanation:

The warehouse number in an order-to-cash process is determined by its linkage to:

C . It is linked to a combination of plant and storage location: This ensures that the system knows from which warehouse (within a plant and specific storage location) goods should be picked for sales orders.

NEW QUESTION # 42

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

Answer: B

NEW QUESTION # 43

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

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

Answer: A,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 # 44

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. MRP type
- B. Higher-level item category
- C. Item category group
- D. Shipping point
- E. Delivery type

Answer: B,C,E

NEW QUESTION # 45

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Distribution channel
- B. Plant
- C. Warehouse number
- D. Shipping point

Answer: D

Explanation:

The organizational unit that supports the processing and monitoring of outbound deliveries is:

D . Shipping point: This is the part of an organization responsible for the shipping processes, including the preparation and handling of outbound deliveries.

NEW QUESTION # 46

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