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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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"> Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).

Topic 4	<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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q18-Q23):

NEW QUESTION # 18

In your pricing procedure you have several condition types for a price such as PROO, PR02, PN00 and HM00. Only one of these prices is taken into account Which setting causes this behavior?

- A. Condition function
- B. Header condition
- C. Condition class
- D. Exclusion indicator

Answer: C

Explanation:

Pricing and condition technique

NEW QUESTION # 19

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality?

Note: There are 2 correct answers to this question.

- A. Accuracy
- B. Timeliness
- C. Stability
- D. Efficiency

Answer: C,D

Explanation:

Managing Clean Core

NEW QUESTION # 20

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

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

Answer: B,D

Explanation:

Business partner categories used to create customer master records include:

A . Organization: This category is used for legal entities or organizational units within a company.

D . Sold-to party: This is a specific role within the business partner concept, representing the customer who places orders.

NEW QUESTION # 21

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. General value contract
- B. Business partner category
- C. Customer hierarchy
- D. Preceding condition contract

Answer: C,D

Explanation:

The origin of a partner in a sales order can be:

B . Customer hierarchy: Partners can be determined based on their position in a customer hierarchy, which organizes customers in a tree-like structure.

D . Preceding condition contract: Partners can be inherited from a condition contract, which is a type of agreement specifying conditions like prices or discounts for a set of customers.

NEW QUESTION # 22

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- A. Procurement costs can be reduced.
- B. More sales orders can be confirmed.
- C. Capacity overloads can be avoided.
- D. Goods distribution can be optimized.

Answer: D

Explanation:

Combining material availability check with product allocations can achieve:

D . Goods distribution can be optimized: By combining these two, the system can ensure that available stock is allocated in a way that meets strategic sales and distribution objectives, optimizing overall goods distribution.

NEW QUESTION # 23

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Each IT person is working hard for promotion and salary increases. It is also a reflection of the pressure of modern society. We should use the strength to prove ourselves. Participate in the SAP C_TS462_2023 exam please. In fact, this examination is not so difficult as what you are thinking. You only need to select the appropriate training materials. Actual4dump's SAP C_TS462_2023 Exam Training materials is the best training materials. Select the materials is to choose what you want. In order to enhance your own, do it quickly.

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