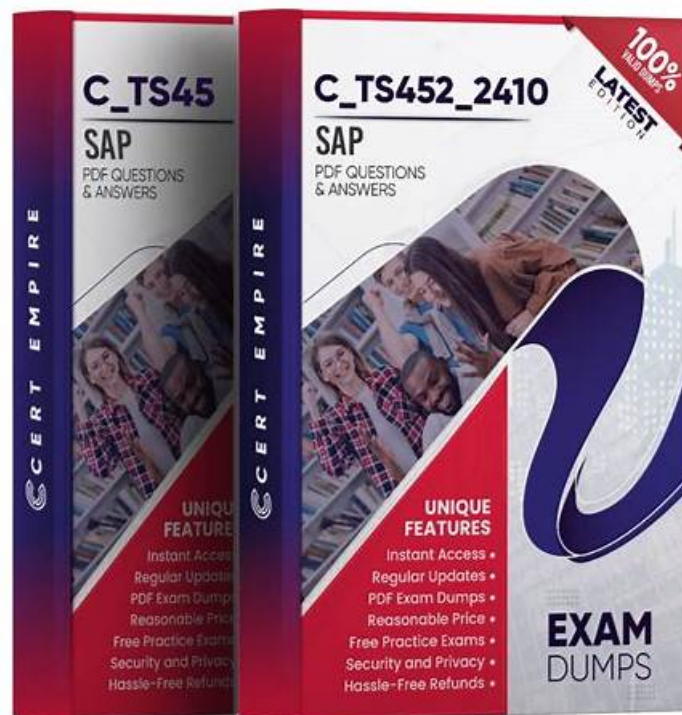# C-TS462-2023 Latest Dumps Ppt | Reliable C-TS462-2023 Test Bootcamp

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SAP C-TS462-2023 Exam Syllabus Topics:

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

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q23-Q28):

NEW QUESTION # 23
Which of the following is a characteristic of a service item in a sales order?

- A. The material has a specific item category group.
- B. The item in the sales order is blocked for delivery.
- C. The Delivering Plant field is not required.
- D. The service item has no schedule line assigned.

Answer: C

Explanation:
A characteristic of a service item in a sales order is:
D . The Delivering Plant field is not required: Since service items do not involve physical inventory, specifying a delivering plant is unnecessary.

NEW QUESTION # 24
You want to use condition exclusion. For which of the following pricing elements can you set the condition exclusion indicator? Note: There are 2 correct answers to this question.

- A. Condition type
- B. Condition type groups
- C. Condition record
- D. Condition category

Answer: A,C

Explanation:
You can set the condition exclusion indicator for condition records and condition types. This indicator determines whether a condition record or a condition type is excluded from the pricing procedure if another condition record or condition type with the same condition exclusion group is found.

NEW QUESTION # 25
When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in the quotation. If it is copied from the sold-to party, it must be in the sold-to party language. What must you do?
Note: There are 3 correct answers to this question.

- A. Ensure that the access sequence reads the sold-to party text first.
- B. Assign an appropriate text type to the sales document type.
- C. Include the text type with an appropriate access sequence in the text determination procedure.
- D. Assign the text determination procedure to the sales document type.
- E. In the access sequence, set the partner function language for this text to "sold-to party".

Answer: B,C,D

Explanation:
To ensure that a header text is automatically copied from the sold-to party to a sales order when it's not found in the quotation, and that it's in the sold-to party's language, you should:
A . Assign an appropriate text type to the sales document type: This ensures that the text field is available and can be populated in the sales document.
D . Include the text type with an appropriate access sequence in the text determination procedure: The access sequence specifies where the system looks for the text, starting with the quotation and then moving to the sold-to party if the text is not found in the quotation.
E . Assign the text determination procedure to the sales document type: This links the text determination rules, including the access sequence and text types, to the specific sales document type being used, ensuring that the text copying behavior is applied whenever a sales order of this type is created.

NEW QUESTION # 26
Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Factsheets
- B. SAP Smart Business
- C. SAP S/4HANA embedded analytics
- D. Transactional apps

Answer: B

Explanation:
The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:
A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

NEW QUESTION # 27
Which option can you use to set up complex pricing scenarios?
Nole: There are 2 correct answers to this question

- A. Add new fields for pricing
- B. Set up counter field
- C. Define process categories
- D. Define requirements

Answer: A,D

Explanation:
To set up complex pricing scenarios in SAP, you can use the following options:
C . Define requirements: Requirements in the context of pricing are specific conditions that must be met for a pricing condition to apply. By defining custom requirements, you can control when a particular pricing condition becomes active, allowing for the creation of complex pricing scenarios based on various factors such as customer, material, sales area, etc.
D . Add new fields for pricing: By adding new fields to the pricing procedure, you can incorporate additional data points into your pricing calculations. This allows for more nuanced and complex pricing scenarios that take into account a wider range of variables, such as specific attributes of a customer, order, or material.
Setting up counter fields (Option B) can also contribute to complex pricing scenarios by allowing sequential processing of conditions that meet certain criteria, but the primary tools for creating complexity are defining requirements and adding new fields to accommodate diverse pricing logic.

NEW QUESTION # 28

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