

Quiz Test C-TS462-2023 Assessment & SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Unparalleled Valid Exam Book



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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">Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 3	<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 4	<ul style="list-style-type: none">Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 5	<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 6	<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.
Topic 7	<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.

Valid Exam SAP C-TS462-2023 Book, Latest C-TS462-2023 Mock Test

In today's competitive technology sector, the SAP C-TS462-2023 certification is a vital credential. Many applicants, however, struggle to obtain up-to-date and genuine SAP C-TS462-2023 exam questions in order to successfully prepare for the exam. If you find yourself in this circumstance, don't worry since Actual4Cert has you covered with their real SAP C-TS462-2023 Exam Questions. Let's look at the characteristics of these SAP SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales test Questions and how they can help you pass the SAP C-TS462-2023 certification exam on the first try.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q48-Q53):

NEW QUESTION # 48

Which information comes from the payer? Note: There are 2 correct answers to this question.

- A. Billing plan
- B. Payment terms
- C. Invoicing list scheduling
- D. Billing address

Answer: B,C

Explanation:
Master Data

NEW QUESTION # 49

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Set the Exclusion indicator in the condition record for the special price.
- B. Set the Exclusion indicator in the condition records for all discounts.
- C. Create a condition record for a customer-specific price.
- D. Activate the Condition Update indicator in the condition records for the special price.

Answer: A

Explanation:
To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:
D. Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is applied, other discount conditions are excluded for the calculation.

NEW QUESTION # 50

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

Answer: C

NEW QUESTION # 51

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Sales order type

- B. Shipping point
- C. Shipping conditions
- D. Sales order item category

Answer: A

Explanation:

The default delivery type for an outbound delivery created from a sales order is determined from:

A . Sales order type: The sales order type has configurations that determine the subsequent document flow, including the default delivery type to be used.

NEW QUESTION # 52

You want to determine the item category in a sales document. What do you need to consider? Note: There are 2 correct answers to this question.

- A. The higher-level item
- B. The sales organization
- C. The customer master data
- D. The material master data

Answer: A,D

Explanation:

When determining the item category in a sales document, consider:

B . The material master data: The item category group from the material master influences the determination process.

C . The higher-level item: For sub-items, the item category can be influenced by the category of the higher-level item.

NEW QUESTION # 53

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