Quiz C-TS462-2023 - SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Latest Latest Cram Materials

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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.
Topic 2	• 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 3	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within 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	• 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 6	• Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 7	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
Topic 8	• Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.

C-TS462-2023 Latest Test Fee & Test C-TS462-2023 Simulator Fee

We are amenable to offer help by introducing our C-TS462-2023 real exam materials and they can help you pass the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales practice exam efficiently. All knowledge is based on the real exam by the help of experts. By compiling the most important points of questions into our C-TS462-2023 guide prep our experts also amplify some difficult and important points. Being devoted to this area for over ten years, our experts keep the excellency of our SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam question like always. They are distinguished experts in this area who can beef up your personal capacity. By cutting through the clutter of tremendous knowledge, they picked up the essence into our C-TS462-2023 Guide prep.

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

NEW QUESTION # 39
When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Quotation type
- B. Order type
- C. Order item category
- D. Copying control

Answer: D

NEW QUESTION # 40
The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Ship-to party
- B. Sold-to party
- C. Customer material info record
- D. Material determination
- E. Material master

Answer: A,C,E

Explanation:
The delivering plant for a sales order item can be determined from:
A . Customer material info record: This record can specify the delivering plant for a material for a specific customer.
C . Ship-to party: The ship-to party master can contain information on preferred delivering plants.
E . Material master: The material master can specify the delivering plant, which is used if no other more specific data is available.

NEW QUESTION # 41

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. The process flow supports direct navigation to applications that can be used to solve problems.
- B. Color coding is used to indicate the status of a document.
- C. The status of a document is predicted using artificial intelligence (AI) algorithms.
- D. Issue solving is supported by a wizard based on machine learning (ML).

Answer: A,B

Explanation:
Characteristics of the process flow in SAP S/4HANA include:
B . The process flow supports direct navigation to applications that can be used to solve problems: This helps users to quickly resolve issues by accessing the relevant applications directly from the process flow.
C . Color coding is used to indicate the status of a document: Visual cues like color coding help users quickly understand the status and health of documents in the process flow.

NEW QUESTION # 42
How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In each order item, set complete delivery to required.
- B. In each order item, set partial deliveries to required.
- C. In the order header, set order combination to allowed.
- D. In the order header, set the Complete Delivery indicator.

Answer: C

Explanation:
To enable partial deliveries for a sales order while minimizing the number of deliveries, you can:
B . In the order header, set order combination to allowed: This allows for the combination of items from different orders into a single delivery, provided other criteria like ship-to party and delivery dates match.

NEW QUESTION # 43
When performing backorder processing, which confirmation strategies can you select? Note: There are 3 correct answers to this question.

- A. Gain
- B. Redistribute
- C. Fill
- D. Obtain
- E. Drop

Answer: A,B,C

Explanation:
Sales Process and Analytics

NEW QUESTION # 44
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