

# SAP C-TS462-2023 Exam | C-TS462-2023 Real Brain Dumps - Best Provider for C-TS462-2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Exam



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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Shipping Process and Customizing: This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Managing Clean Core: The topic of Managing Clean Core is about applying principles to ERP to enhance business process agility and reduce adaptation efforts.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.</li></ul>

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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q34-Q39):

### NEW QUESTION # 34

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Assign a set of working times to the plant.
- B. Maintain the transit time in the route in hours and minutes.
- C. Assign a shift sequence to the working times.
- D. Assign a set of working times to the shipping point.
- E. Maintain shifts defining the times for starting and ending work.

**Answer: A,D,E**

### NEW QUESTION # 35

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether a delivery should be split by warehouse number
- B. Whether packing information should be entered
- C. Whether over-delivery is allowed
- D. Whether the route should be redetermined

**Answer: B,C**

Explanation:

When configuring a new delivery item category, decisions include:

C . Whether packing information should be entered: This setting determines if the item requires packing during the delivery process.  
D . Whether over-delivery is allowed: This setting controls if the system permits delivery of quantities exceeding the order quantity for an item.

### NEW QUESTION # 36

Which of the following are characteristics of an invoice list process? Note: There are 2 correct answers to this question.

- A. You use preliminary billing documents for the invoice list creation.
- B. You must set up a periodic billing plan for the invoice list creation.
- C. You must create an invoice list at specified time intervals or on specific dates.
- D. You must send the payer a single invoice list instead of the individual invoices.

**Answer: C,D**

### NEW QUESTION # 37

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Material freight group

- C. Transportation group
- D. Loading group

**Answer: C**

Explanation:

The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

#### **NEW QUESTION # 38**

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

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

**Answer: C,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 # 39**

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