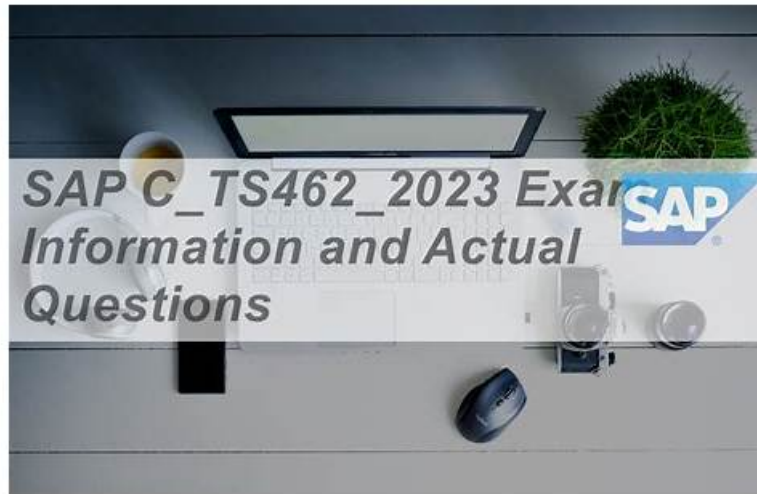


# Exam SAP C-TS462-2023 Preparation, C-TS462-2023 Free Test Questions



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

| Topic   | Details                                                                                                                                                                                                                                                                                              |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <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 2 | <ul style="list-style-type: none"><li>Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</li></ul>                                                                                                                             |
| Topic 3 | <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 4 | <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 5 | <ul style="list-style-type: none"><li>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.</li></ul> |
| Topic 6 | <ul style="list-style-type: none"><li>Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>                                                                                               |

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q56-Q61):

#### NEW QUESTION # 56

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

**Answer: A,D**

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 # 57

What are some of the prerequisites for the creation of a credit memo based on a credit memo request?

Note: There are 2 correct answers to this question.

- A. The billing document of the original customer invoice must be cancelled.
- B. An appropriate reason for rejection must be assigned to the original sales order item.
- C. The Billing Block field in the credit memo request must be empty.
- D. Copying control must exist between the sales document and the billing document.

**Answer: B,C**

Explanation:

Sales Process and Analytics

#### NEW QUESTION # 58

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Outbound delivery item category
- B. Material
- C. Shipping point
- D. Outbound delivery type

**Answer: D**

Explanation:

Shipping Process and Customizing

### NEW QUESTION # 59

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item? Note: There are 3 correct answers to this question.

- A. The item category usage provided by the ABAP code
- B. The material price group from the material master
- C. The item category group from the material master
- D. The item category of the higher-level item
- E. The condition category for the discount condition type

**Answer: C,D,E**

Explanation:

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

### NEW QUESTION # 60

The delivering plant should be determined automatically for a sales order item.

Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

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

**Answer: A,B,D**

### NEW QUESTION # 61

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