

# Pass Guaranteed Quiz C-TS462-2023 - Authoritative SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Practice Engine



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

Topic	Details
Topic 1	<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 2	<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>
Topic 3	<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 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>• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</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>
Topic 7	<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>

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q35-Q40):

#### NEW QUESTION # 35

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Division to sales organization
- B. Plant to combination of sales organization and distribution channel
- C. Sales office to sales area
- D. Sales group to sales office

**Answer: A,B**

#### NEW QUESTION # 36

Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.

- A. Division to sales organization
- B. Plant to combination of sales organization and distribution channel
- C. Sales office to sales area
- D. Sales group to sales office

**Answer: A,B**

Explanation:  
Organizational Structures

#### NEW QUESTION # 37

What are some characteristics of SAP Smart Business? Note: There are 3 correct answers to this question.

- A. It combines real-time insights with analytics and transactional follow-up activities.
- B. It supports an exception-based working model.
- C. Every transaction code used in SAP Smart Business can be linked to a unique URL.
- D. Key performance indicators (KPIs) are visualized and target thresholds can be defined.
- E. SAP Smart Business is configured entirely based on SAP Best Practices.

**Answer: A,B,D**

Explanation:

Characteristics of SAP Smart Business include:

A . Key performance indicators (KPIs) are visualized and target thresholds can be defined: This allows users to monitor critical metrics and their performance against predefined targets.

B . It supports an exception-based working model: SAP Smart Business helps users focus on important tasks by highlighting exceptions and areas requiring attention.

E . It combines real-time insights with analytics and transactional follow-up activities: This integration enables users to take immediate action based on analytics insights within the same environment.

#### NEW QUESTION # 38

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Loading group
- B. Plant
- C. Sales document type
- D. Shipping conditions
- E. Transportation group

Answer: A,B,D

#### NEW QUESTION # 39

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Transit time of the route
- B. Pick/pack time of the warehouse number
- C. Transportation lead time of the forwarding agent
- D. Loading time of the shipping point

Answer: A,D

Explanation:

Time components used to calculate the confirmed delivery date in a sales order include:

A . Loading time of the shipping point: This is the time required to load goods at the shipping point.

B . Transit time of the route: This is the time it takes for goods to be transported from the shipping point to the destination.

#### NEW QUESTION # 40

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