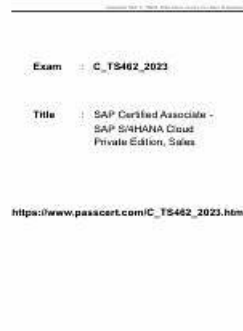


C-TS462-2023 Key Concepts - C-TS462-2023 Mock Exam



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SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<ul style="list-style-type: none">• 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 4	<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 5	<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.
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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q47-Q52):

NEW QUESTION # 47

You want to process and monitor outbound deliveries. Which organizational unit supports this?

- A. Distribution channel
- B. Warehouse number
- C. Shipping point
- D. Plant

Answer: C

NEW QUESTION # 48

A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?

- A. Warehouse number
- B. Distribution chain.
- C. Distribution channel
- D. Division

Answer: A

Explanation:

Organizational Structures

NEW QUESTION # 49

How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- A. Assign an assortment module to the value contract.
- B. Set up the dependent profitability segment for the value contract.
- C. Assign a sales item proposal to the value contract.
- D. Assign a product hierarchy to the value contract.

Answer: A,C

Explanation:

To manage which materials can be released for a value contract, you can:

B . Assign a sales item proposal to the value contract: Item proposals can be used to suggest specific materials for inclusion in sales documents, including value contracts.

C . Assign an assortment module to the value contract: Assortment modules define a group of materials that are allowed or restricted for a particular sales document, such as a value contract.

NEW QUESTION # 50

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

Answer: A,C

NEW QUESTION # 51

What can you set up in copying control for billing documents? Note: There are 2 correct answers to this question.

- A. Billing type for cancellation
- B. Assignment number
- C. Update pricing
- D. Update document flow

Answer: C,D

Explanation:

In copying control for billing documents, you can set up:

A . Update document flow: This ensures that the document flow is updated to reflect the creation of the billing document, maintaining the link between related documents.


C . Update pricing: This allows for the update of pricing in the billing document, which might be necessary due to changes in pricing conditions since the creation of the preceding document.

NEW QUESTION # 52

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