

Free PDF SAP - Reliable C_TS462_2023 - Valid Braindumps SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Ebook



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 3	Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.
Topic 4	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 5	• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 6	• 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 7	• 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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q52-Q57):

NEW QUESTION # 52

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 the Complete Delivery indicator.
- D. In the order header, set Order Combination to allowed.

Answer: B

Explanation:

Sales Process and Analytics

NEW QUESTION # 53

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- **A. The update of the net value is not triggered after the rejection of the item.**
- B. The reason for rejection does not have the appropriate configuration to exclude item value.
- C. The reason for rejection was not assigned to the item category.
- D. The item value is used statistically hence added to the net value.

Answer: A

NEW QUESTION # 54

What are some of the differences between the Create Billing Documents (VF04) transaction and the Create Billing Documents - Billing Due List Items app Note: There are 2 correct answers to this question.

- **A. With transaction VF04, a user can generate a log for the collective run.**
- **B. With the app, a user can block the automatic posting of billing documents.**
- C. With transaction VF04, a user can cancel a collective billing run.
- D. With the app, a user can set default billing blocks for sales documents.

Answer: A,B

Explanation:
Billing Process and Customizing

NEW QUESTION # 55

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- **B. Sales document type**
- C. Sales document item category
- D. Delivery type

Answer: B

Explanation:
Billing Process and Customizing

NEW QUESTION # 56

Which channels are supported by SAP S/4HANA output management? Note: There are 3 correct answers to this question.

- **A. E-mail**
- **B. Print**
- C. Fax
- **D. XML**
- E. ALE

Answer: A,B,D

Explanation:
Basic Functions (customizing)

NEW QUESTION # 57

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