

# Guide C\_TS462\_2023 Torrent, C\_TS462\_2023 Demo Test



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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>• 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>• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.</li></ul>
Topic 4	<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 5	<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 6	<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 7	<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 8	<ul style="list-style-type: none"><li>• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>

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## - SAP S/4HANA Cloud Private Edition - Sales Demo Test

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q45-Q50):

#### NEW QUESTION # 45

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

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

Answer: A,D

#### NEW QUESTION # 46

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note: There are 2 correct answers to this question.

- A. Efficiency
- B. Accuracy
- C. Timeliness
- D. Stability

Answer: A,D

#### NEW QUESTION # 47

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

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

Answer: B,D,E

Explanation:

Shipping Process and Customizing

#### NEW QUESTION # 48

You save a sales order and receive a system message that a business partner of a specific partner function is missing. Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A. Sold-to party (SP)
- B. Ordering party (1)
- C. Ship-to party (SH)
- D. Invoicing party (11)

Answer: A,C

Explanation:  
Master Data

### NEW QUESTION # 49

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The process flow can be used to directly resolve issues as quickly as possible.
- **B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.**
- C. The app shows cost simulations for all possible order fulfillment scenarios.
- **D. Icons and colors are used in the app to represent different types of issues.**

**Answer: B,D**

Explanation:

Features of the Sales Order Fulfillment Issues app include:

A . The app allows a user to monitor sales orders in critical stages and efficiently address issues: This helps in quickly identifying and resolving issues that can delay order processing.

C . Icons and colors are used in the app to represent different types of issues: This visual representation helps users quickly understand the nature and severity of issues.

### NEW QUESTION # 50

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