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## SAP C\_TS462\_2023 Certification: Exam Details, Syllabus and Questions

SAP C\_TS462\_2023 Exam Guide

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

| Topic   | Details                                                                                                                                                                                                                                                                                              |
|---------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <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 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>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 4 | <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 5 | <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 6 | <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 Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q57-Q62):

#### NEW QUESTION # 57

For which type of outline agreement do you determine the material from the item category?

- A. Condition contract
- B. Scheduling agreement
- C. Value contract
- D. Quantity contract

**Answer: D**

Explanation:

The material for an outline agreement is determined from the item category in:

C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

#### NEW QUESTION # 58

Which of the following is a prerequisite for billing?

- A. You need an billing item category that is configured to be billing relevant.
- B. You need a billing type that is configured to be billing relevant.
- C. You need a sales document type that is configured to be billing relevant.
- D. You need an order item category that is configured to be billing relevant.

**Answer: D**

#### NEW QUESTION # 59

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Color coding is used to indicate the status of a document.

- B. The process flow supports direct navigation to applications that can be used to solve problems.
- C. Issue solving is supported by a wizard based on machine learning (ML).
- D. The status of a document is updated using artificial intelligence (AI) algorithms.

**Answer: B,D**

Explanation:

Sales Process and Analytics

#### NEW QUESTION # 60

What are the effects of posting the goods issue during a sales process? Note: There are 3 correct answers to this question.

- A. The warehouse task status is set to complete.
- B. The billing document can now be created.
- C. Delivery requirements in material planning are updated.
- D. The overall status of the delivery is set to complete.
- E. The document flow is updated.

**Answer: B,C,E**

#### NEW QUESTION # 61

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Returns order
- B. Debit memo request
- C. Invoice cancellation
- D. Invoice correction request

**Answer: C,D**

Explanation:

Documents that can only be created with reference to a billing document include:

C . Invoice cancellation: This action reverses a previously issued invoice.

D . Invoice correction request: This document is used to correct quantities or prices in a billing document after it has been issued.

#### NEW QUESTION # 62

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