

# Pass Guaranteed 2025 SAP C\_TS462\_2023: Valid SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Quiz



The SAP job market has become so competitive and challenging. To stay competitive in the market as an experienced SAP professional you have to upgrade your skills and knowledge with the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C\_TS462\_2023) certification exam. With the SAP C\_TS462\_2023 exam dumps you can easily prove your skills and upgrade your knowledge. To do this you just need to enroll in the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales (C\_TS462\_2023) certification exam and put all your efforts to pass this challenging C\_TS462\_2023 exam with good scores. However, you should keep in mind that to get success in the C\_TS462\_2023 certification exam is not a simple and easy task.

## SAP C\_TS462\_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 4	<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 5	<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 6	<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>

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## **SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q60-Q65):**

### **NEW QUESTION # 60**

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

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

**Answer: A,B**

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 # 61**

Which decisions do you have to make when configuring a new delivery item category? Note: There are 2 correct answers to this question.

- A. Whether the route should be redetermined
- **B. Whether a storage location should be determined**
- **C. Whether over-delivery is allowed**
- D. Whether a delivery should be split by warehouse number

**Answer: B,C**

### **NEW QUESTION # 62**

When a user creates a sales order with reference to a quotation, a header text must be automatically copied from the sold-to party if it cannot be found in quotation. If it is copied from the sold-to party, it must be in the sold-to party language.

What must you do? Note: There are 3 correct answers to this question.

- **A. Include the text type with an appropriate access sequence in the text determination procedure.**
- B. Ensure that the access sequence reads the sold-to party text first.
- C. Assign an appropriate text type to the sales document type.
- **D. Assign the text determination procedure to the sales document type.**
- **E. In the access sequence, set the partner function language for this text to "sold-to party".**

**Answer: A,D,E**

Explanation:

Basic Functions (customizing)

### **NEW QUESTION # 63**

The delivering plant should be determined automatically for a sales order item.

Which sources can be used to achieve this? Note: There are 3 correct answers to this question.

- **A. Customer material info record**

- B. Material determination
- C. Sold-to party
- D. Material master
- E. Ship-to party

**Answer: A,C,D**

#### NEW QUESTION # 64

Which of the following are characteristics of Core Data Services (CDS) views? Note: There are 2 correct answers to this question.

- A. Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits.
- B. CDS views are developed, maintained and extended in the HANA database layer of SAPS/4HANA.
- C. CDS views speed up reporting by providing a dedicated persistency layer.
- D. The content of CDS views represents a virtual data model based on the data tables of SAPS/4HANA.

**Answer: A,D**

Explanation:

Characteristics of Core Data Services (CDS) views include:

B . Use of CDS views supports hybrid transactional and analytical applications, such as SAP Smart Business cockpits: CDS views enable the development of complex data models and are instrumental in supporting applications that combine transactional and analytical operations.

C . The content of CDS views represents a virtual data model based on the data tables of SAP S/4HANA: CDS views facilitate the creation of a semantic layer on top of the physical data model, enabling easier data consumption and interpretation.

#### NEW QUESTION # 65

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