

Quiz 2025 SAP C-TS462-2023: Marvelous SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Exam Dumps Collection



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It is well known that even the best people fail sometimes, not to mention the ordinary people. In face of the C-TS462-2023 exam, everyone stands on the same starting line, and those who are not excellent enough must do more. Every year there are a large number of people who can't pass the C-TS462-2023 Exam smoothly. But we are professional in this career for over ten years. And our C-TS462-2023 study materials will help you pass the exam easily.

SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.
Topic 2	<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.
Topic 3	<ul style="list-style-type: none">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.
Topic 4	<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 5	<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 6	<ul style="list-style-type: none">Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.
Topic 7	<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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q43-Q48):

NEW QUESTION # 43

Which fields are used to determine the delivery item category? Note: There are 3 correct answers to this question.

- A. Higher-level item category
- B. MRP type
- C. Delivery type
- D. Item category group
- E. Shipping point

Answer: A,C,D

NEW QUESTION # 44

You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Incoterms
- B. Material group
- C. Plant
- D. Ship-to party
- E. Delivery date

Answer: A,C,D

Explanation:

Fields that would prevent the inclusion of multiple sales orders in a single outbound delivery if their content was different include:

- A . Ship-to party: Different ship-to parties generally require separate deliveries.
- C . Plant: Goods for a delivery must come from a single plant.
- D . Incoterms: Different shipping terms can necessitate separate deliveries due to varying shipping conditions.

NEW QUESTION # 45

Which channels are supported by BRF+ output management? Note: There are 3 correct answers to this question.

- A. Fax
- B. XML
- C. DALE
- D. Print
- E. E-mail

Answer: B,D,E

Explanation:

Channels supported by BRF+ output management include:

- B . Print: Traditional paper-based documents.
- C . XML: Electronic data interchange format.
- D . E-mail: Electronic mailing of documents.

NEW QUESTION # 46

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The material Master Data
- B. The sales organization
- C. The customer Master Data
- D. The higher-level item

Answer: A,D

NEW QUESTION # 47

How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?

- A. In the order header, set the Complete Delivery indicator.
- B. In the order header, set Order Combination to allowed.
- C. In each order item, set Partial Deliveries to required.
- D. In each order item, set Complete Delivery to required.

Answer: C

Explanation:

Sales Process and Analytics

NEW QUESTION # 48

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