

Reliable Exam C_TS462_2023 Questions Fee Offer You The Best Mock Exams | SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales



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SAP C_TS462_2023 Exam Syllabus Topics:

Topic	Details
Topic 1	• Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).
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	• Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.
Topic 6	• 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 7	• 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.

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SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q34-Q39):

NEW QUESTION # 34

What can you configure in a billing type? Note: There are 2 correct answers to this question.

- A. Billing type for cancellation
- B. Reference mandatory indicator
- C. Default delivery type for billing
- D. Item number increment

Answer: A,D

Explanation:

Billing Process and Customizing

NEW QUESTION # 35

You are a consultant on an SAP S/4HANA Cloud brownfield project. In a meeting the customer decides to remodel an existing business process in accordance with clean core principles.

Which of the following SAP Signavio solutions can be used for the remodeling?

- A. SAP Signavio Process Insights
- B. SAP Signavio Process Manager
- C. SAP Signavio Process Governance
- D. SAP Signavio Process Intelligence

Answer: B,C

NEW QUESTION # 36

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

Answer: C,D

Explanation:

Shipping Process and Customizing

NEW QUESTION # 37

You want to change the default description of a specific condition type for selected condition records. How can you achieve this?

Note: There are 2 correct answers to this question.

- A. Use the Creation of Pricing Lists app.
- B. Use report COND_AV.
- C. Use the Change condition (VK12) transaction.
- D. Use the Manage Prices - Sales app.

Answer: C,D

Explanation:

To change the default description of a specific condition type for selected condition records, you can:

A . Use the Manage Prices - Sales app: This Fiori app allows for the management and adjustment of pricing conditions, including descriptions.

D . Use the Change condition (VK12) transaction: This transaction allows for the maintenance of condition records, including the ability to modify descriptions.

NEW QUESTION # 38

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Goods movement type
- B. Delivery relevance
- C. Create delivery group
- D. Structure scope

Answer: A,B

Explanation:

When configuring a schedule line category, the controls you can set include:

B . Delivery relevance: This determines whether the schedule line and thus the item are relevant for delivery, affecting the generation of delivery documents.

C . Goods movement type: This controls the type of goods movement that will be posted when delivery for items in this schedule line category is executed, impacting inventory management.

NEW QUESTION # 39

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