

# **SAP C\_TS462\_2023 Test Questions Vce | New C\_TS462\_2023 Mock Exam**



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

<b>Topic</b>	<b>Details</b>
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>Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 3	<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 4	<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 5	<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 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>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>

## C\_TS462\_2023 Test Questions Vce - 100% Pass C\_TS462\_2023: SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales First-grade New Mock Exam

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### SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q25-Q30):

#### NEW QUESTION # 25

Which time components are used to calculate the confirmed delivery date in a sales order? Note: There are 2 correct answers to this question.

- A. Loading time of the shipping point
- B. Transportation lead time of the forwarding agent
- C. Transit time of the route
- D. Pick/pack time of the warehouse number

**Answer: A,D**

Explanation:

Sales Process and Analytics

#### NEW QUESTION # 26

Which of the following is a characteristic of decision table processing as used in SAP S/4HANA output management?

- A. It is possible to evaluate the content of condition column cells by using comparison operators or value ranges.
- B. Every table row is processed in sequence. In each row, every condition column cell is processed from right to left.
- C. Every condition column is processed in sequence. In each condition column, every row is processed from top to bottom.
- D. It is possible to maintain one condition column cell with multiple result column cells for each table row.

**Answer: B**

Explanation:

Basic Functions (customizing)

#### NEW QUESTION # 27

Which option can you use to set up complex pricing scenarios?

Note: There are 2 correct answers to this question

- A. Define process categories
- B. Add new fields for pricing
- C. Define requirements
- D. Set up counter field

**Answer: B,C**

Explanation:

To set up complex pricing scenarios in SAP, you can use the following options:

C . Define requirements: Requirements in the context of pricing are specific conditions that must be met for a pricing condition to apply. By defining custom requirements, you can control when a particular pricing condition becomes active, allowing for the creation of complex pricing scenarios based on various factors such as customer, material, sales area, etc.

D . Add new fields for pricing: By adding new fields to the pricing procedure, you can incorporate additional data points into your pricing calculations. This allows for more nuanced and complex pricing scenarios that take into account a wider range of variables, such as specific attributes of a customer, order, or material.

Setting up counter fields (Option B) can also contribute to complex pricing scenarios by allowing sequential processing of conditions that meet certain criteria, but the primary tools for creating complexity are defining requirements and adding new fields to accommodate diverse pricing logic.

### NEW QUESTION # 28

Which of the following is a prerequisite for billing?

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

**Answer: B**

Explanation:

Billing Process and Customizing

### NEW QUESTION # 29

Which type of SAP S/4HANA app delivers exception-based processing, combining analytics with follow-up actions to resolve issues?

- A. Transactional apps
- B. Factsheets
- C. SAP Smart Business
- D. SAP S/4HANA embedded analytics

**Answer: C**

Explanation:

The type of SAP S/4HANA app that delivers exception-based processing with analytics and follow-up actions is:

A . SAP Smart Business: These apps provide role-based dashboards with key performance indicators and allow users to take immediate actions based on insights.

### NEW QUESTION # 30

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