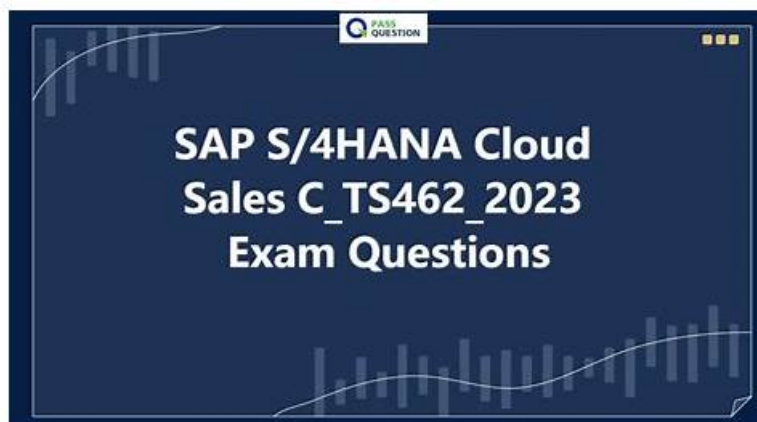


# Using Sample C-TS462-2023 Questions Answers Makes It As Easy As Sleeping to Pass SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales



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

| Topic   | Details                                                                                                                                                                                                                                                                                                |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <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 2 | <ul style="list-style-type: none"><li>• Master Data: It includes setting up and maintaining relevant master data to ensure accurate sales and billing processes.</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>• 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> |

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## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q39-Q44):

### NEW QUESTION # 39

Your company uses various strategies to supply your customers with goods and/or services. Which organizational structure element can be used to model these strategies?

- A. Sales office
- B. Shipping point
- C. Distribution channel
- D. Sales organization

**Answer: C**

Explanation:

The organizational structure element used to model various strategies for supplying customers is:

B . Distribution channel: This element defines the path through which goods and services flow from the company to the customer and can be used to model different distribution strategies.

### NEW QUESTION # 40

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

**Answer: A,D**

Explanation:

Basic Functions (customizing)

### NEW QUESTION # 41

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

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

**Answer: A,C,D**

Explanation:

Effects of posting the goods issue during a sales process are:

A . The document flow is updated: This reflects the progress of the sales process in the system.

C . Delivery requirements in material planning are updated: This reduces the open delivery requirements as goods are issued.

D . The billing document can now be created: Goods issue is a prerequisite for billing in many sales scenarios.

### NEW QUESTION # 42

How is the link between SAP S/4HANA Sales and SAP S/4HANA Finance set up?

- A. Via a unique assignment of a sales organization to a company code
- B. Via the link between a billing document request and an accounting document
- C. Via the general billing interface available in the system

- D. Via the copying control between the invoice and the accounting document

**Answer: A**

Explanation:

The link between SAP S/4HANA Sales and SAP S/4HANA Finance is set up:

D. Via a unique assignment of a sales organization to a company code: This linkage ensures that sales transactions in S/4HANA Sales are properly integrated with financial accounting in S/4HANA Finance, facilitating automatic posting of sales-related financial transactions to the correct company code.

#### NEW QUESTION # 43

You want to use billing as part of the sales process. Which organizational units must be configured?

Note: There are 2 correct answers to this question.

- A. Sales organization
- B. Company code
- C. Business area
- D. Profit center

**Answer: A,B**

Explanation:

Organizational Structures

#### NEW QUESTION # 44

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