



C_TS462_2023

SAP S/4HANA Cloud Private Edition Sales Certification Questions & Answers



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C_TS462_2023

SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales

60 Questions Exam – 63% Cut Score – Duration of 120 minutes

C_TS462_2023 Practice Test

ERPPrep.com's C_TS462_2023 PDF is a comprehensive compilation of questions and answers that have been developed by our team of SAP S/4HANA Cloud Private Edition Sales experts and experienced professionals. To prepare for the actual exam, all you need is to study the content of this exam questions. You can identify the weak area with our premium C_TS462_2023 practice exams and help you to provide more focus on each syllabus topic covered. This method will help you to boost your confidence to pass the SAP S/4HANA Cloud Private Edition Sales certification with a better score.

C_TS462_2023 Questions and Answers Set

Question: 1

A company has a requirement to bill its customers based on certain milestones achieved in a project. Which billing process in SAP S/4HANA Sales can achieve this?

Please choose the correct answer.

- a) Milestone Billing
- b) Periodic Billing
- c) Collective Billing
- d) Individual Billing

Answer: a

Question: 2

Which parameter on the material master record do you use to determine the route in a sales order?

Please choose the correct answer.

- a) Material group
- b) Loading group
- c) Segmentation structure
- d) Transportation group

Answer: d

Question: 3

In a scenario where a company wants to group its sales employees based on specific regions, which organizational unit in SAP S/4HANA Sales should be used?

Please choose the correct answer.

- a) Distribution Channel
- b) Division
- c) Sales Office
- d) Sales Group

Answer: d

Question: 4

Which of the following basic functions determines the print form and the print program for outputs in SAP S/4HANA Sales?

Please choose the correct answer.

- a) Material Determination
- b) Partner Determination
- c) Output Determination
- d) Text Determination

Answer: c

Question: 5

In SAP S/4HANA Sales, which of the following factors influence the results of the availability check?

Please choose the correct answer.

- a) Sales Organization
- b) Shipping Point
- c) Checking Group
- d) Distribution Channel

Answer: c

Question: 6

Which of the following are characteristics of the Cash Sales process?

There are 2 correct answers to this question.

- a) The Cash Sales process has delivery-related billing.
- b) Order and delivery are created in two steps.
- c) The invoice amount is posted to a cash account.
- d) The invoice is printed from the order.

Answer: c, d

Question: 7

Which of the following organizational units in SAP S/4HANA Sales is responsible for the shipping activities of sold goods?

Please choose the correct answer.

- a) Plant
- b) Shipping Point
- c) Sales Office
- d) Distribution Channel

Answer: b

Question: 8

Your project requires you to maintain a new partner function, which should be copied from the customer master record to the sales order. How do you achieve this?

There are 2 correct answers to this question.

- a) Enhance the partner determination procedure for the account group and include the new partner function.
- b) Set up a new account group and specify the Business Partner Assignment field as mandatory.
- c) Enhance the partner determination procedure for the sales document type and include the new partner function.
- d) Set up copying control for the customer master record.

Answer: a, c

Question: 9

In a real-time scenario, a company wants to define specific shipping conditions for a group of customers based on their geographical location. Which organizational unit in SAP S/4HANA Sales should be used?

Please choose the correct answer.

- a) Sales Office
- b) Shipping Point
- c) Distribution Channel
- d) Sales Group

Answer: a

Question: 10

Which of the following settings are managed in the sales document item category?

There are 2 correct answers to this question.

- a) BOM explosion
- b) Pricing relevance
- c) Availability check
- d) Mandatory reference

Answer: a, b

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