

## SAP.C-TS462-2023.v2026-01-28.q61

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### NEW QUESTION: 1

You want to evaluate sales discount condition records.

Which tool can you use?

Note: There are 2 correct answers to this question.

- A. Price lists
- B. Pricing reports
- C. Listing
- D. Manage Prices - Sales app

**Answer: (SHOW ANSWER)**

To evaluate sales discount condition records, you can use:

B . Pricing reports: Pricing reports in SAP allow you to analyze various pricing conditions, including sales discounts. These reports can provide detailed information about condition records, their application in sales documents, and how they influence final pricing.

D . Manage Prices - Sales app: In SAP S/4HANA, the "Manage Prices - Sales" app is a Fiori application that provides a user-friendly interface for managing and evaluating pricing conditions, including discounts. This app allows you to view, create, and edit condition records directly, offering a convenient way to assess the impact of sales discounts.

### NEW QUESTION: 2

What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.

- A. Issue solving is supported by a wizard based on machine learning (ML).
- B. The process flow supports direct navigation to applications that can be used to solve problems.
- C. Color coding is used to indicate the status of a document.
- D. The status of a document is predicted using artificial intelligence (AI) algorithms.

**Answer: B,C (LEAVE A REPLY)**

Characteristics of the process flow in SAP S/4HANA include:

- B . The process flow supports direct navigation to applications that can be used to solve problems: This helps users to quickly resolve issues by accessing the relevant applications directly from the process flow.
- C . Color coding is used to indicate the status of a document: Visual cues like color coding help users quickly understand the status and health of documents in the process flow.

### **NEW QUESTION: 3**

The delivering plant should be determined automatically for a sales order item. Which master data sources can be used to achieve this? Note: There are 3 correct answers to this question.

- A. Customer material info record
- B. Sold-to party
- C. Ship-to party
- D. Material determination
- E. Material master

**Answer: (SHOW ANSWER)**

The delivering plant for a sales order item can be determined from:

- A . Customer material info record: This record can specify the delivering plant for a material for a specific customer.
- C . Ship-to party: The ship-to party master can contain information on preferred delivering plants.
- E . Material master: The material master can specify the delivering plant, which is used if no other more specific data is available.

### **NEW QUESTION: 4**

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: (SHOW ANSWER)**

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: 5**

What are some features of the Sales Order Fulfillment Issues app? Note: There are 2 correct answers to this question.

- A. The process flow can be used to directly resolve issues as quickly as possible.
- B. The app allows a user to monitor sales orders in critical stages and efficiently address issues.
- C. Icons and colors are used in the app to represent different types of issues.
- D. The app shows cost simulations for all possible order fulfillment scenarios.

**Answer: A,B (LEAVE A REPLY)**

**NEW QUESTION: 6**

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 over-delivery is allowed
- C. Whether the route should be redetermined
- D. Whether a storage location should be determined

**Answer: (SHOW ANSWER)**

Shipping Process and Customizing

**NEW QUESTION: 7**

What are some of the prerequisites for the creation of a credit memo based on a credit memo request? Note: There are 2 correct answers to this question.

- A. Copying control must exist between the sales document and the billing document.
- B. The Billing Block field in the credit memo request must be empty.
- C. An appropriate reason for rejection must be assigned to the original sales order item.
- D. The billing document of the original customer invoice must be cancelled.

**Answer: A,B (LEAVE A REPLY)**

Prerequisites for the creation of a credit memo based on a credit memo request include:

- A . Copying control must exist between the sales document and the billing document: This ensures that data can be transferred from the credit memo request to the credit memo for accurate billing.

B . The Billing Block field in the credit memo request must be empty: This ensures that the credit memo request is ready for processing and there are no blocks preventing its conversion into a credit memo.

**NEW QUESTION: 8**

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Loading group
- C. Transportation group
- D. Material freight group

**Answer: (SHOW ANSWER)**

Master Data

**NEW QUESTION: 9**

You want to be able to enter a special price in a sales order for a certain customer that should ignore all applicable discounts. How can you achieve this?

- A. Activate the Condition Update indicator in the condition records for the special price.
- B. Set the Exclusion indicator in the condition records for all discounts.
- C. Create a condition record for a customer-specific price.
- D. Set the Exclusion indicator in the condition record for the special price.

**Answer: D (LEAVE A REPLY)**

To enter a special price in a sales order for a certain customer that should ignore all applicable discounts, you can:

D . Set the Exclusion indicator in the condition record for the special price: This ensures that when the special price condition is applied, other discount conditions are excluded for the calculation.

**NEW QUESTION: 10**

For which type of outline agreement do you determine the material from the item category?

- A. Scheduling agreement
- B. Condition contract
- C. Quantity contract
- D. Value contract

**Answer: (SHOW ANSWER)**

The material for an outline agreement is determined from the item category in:

C . Quantity contract: In quantity contracts, the specific materials are often defined at the item level, and the item category can determine how the material is handled within the contract.

**NEW QUESTION: 11**

What could be the origin of a partner in a sales order? Note: There are 2 correct answers to this question.

- A. General value contract
- B. Customer hierarchy
- C. Business partner category
- D. Preceding condition contract

**Answer: (SHOW ANSWER)**

The origin of a partner in a sales order can be:

B . Customer hierarchy: Partners can be determined based on their position in a customer hierarchy, which organizes customers in a tree-like structure.

D . Preceding condition contract: Partners can be inherited from a condition contract, which is a type of agreement specifying conditions like prices or discounts for a set of customers.

### **NEW QUESTION: 12**

SAP S/4HANA combines online transaction processing (OLTP) and online analytical processing (OLAP) on a single platform. What are the direct results of this? Note: There are 2 correct answers to this question.

- A. OLTP now runs on the data sets provided by OLAP.
- B. OLAP now uses real-time data.
- C. OLAP now uses its own set of aggregated data.
- D. There is no longer a need for Extract, Transform, and Load (ETL) activities.

**Answer: B,D (LEAVE A REPLY)**

Direct results of combining OLTP and OLAP on a single platform in SAP S/4HANA include:

B . OLAP now uses real-time data: With SAP S/4HANA, analytical processes can access live transactional data, enabling real-time insights.

D . There is no longer a need for Extract, Transform, and Load (ETL) activities: Since the same system is used for both OLTP and OLAP, data does not need to be moved between systems, reducing the need for ETL processes.

### **NEW QUESTION: 13**

During the material availability check for a sales order item, the ordered quantity is completely confirmed on the required date even though there is only a partial quantity in stock. Which setting could lead to this behavior?

- A. The Without Replenishment Lead Time indicator is not set in the configuration of the scope of availability check.
- B. The Complete Delivery indicator is set in the business partner master record and in the customer material info record.
- C. The Maximum Number of Partial Deliveries indicator is set to 1 in the sales order item.
- D. The With Reservations indicator is set in the configuration of the scope of availability check.

**Answer: D (LEAVE A REPLY)**

The setting that could lead to the complete confirmation of the ordered quantity despite only partial stock availability is:

D . The With Reservations indicator is set in the configuration of the scope of availability check: This setting might allow the system to confirm the full order quantity based on anticipated stock receipts within the replenishment lead time.

#### **NEW QUESTION: 14**

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

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

**Answer: B,D,E (LEAVE A REPLY)**

#### **NEW QUESTION: 15**

You are analyzing an order that shows the same material twice: once in the main item and once in the sub-item. What function can cause this behavior? Note: There are 2 correct answers to this question.

- A. Free goods
- B. Material determination
- C. Material listing
- D. Item proposal

**Answer: A,B (LEAVE A REPLY)**

The appearance of the same material as both a main item and a sub-item in an order can be caused by:

- A . Free goods: This function can add an additional item to an order at no charge, which can be the same material under certain conditions.
- B . Material determination: This can replace or add materials in an order based on predefined rules, potentially leading to the same material appearing more than once.

#### **NEW QUESTION: 16**

Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

- A. Invoice correction request
- B. Debit memo request
- C. Returns order
- D. Invoice cancellation

**Answer: A,D (LEAVE A REPLY)**

Sales Process and Analytics

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#### **NEW QUESTION: 17**

Which of the following is a characteristic of decision table processing as used in BRF+ output management?

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

**Answer: (SHOW ANSWER)**

A characteristic of decision table processing in BRF+ output management is:

B . It is possible to evaluate the content of condition column cells by using comparison operators or value ranges: This allows for flexible and complex decision-making logic based on the data entered into the decision table.

#### **NEW QUESTION: 18**

You save a sales order and receive a system message that a business partner of a specific partner function is missing.

Which of the following partner functions can cause this problem? Note: There are 2 correct answers to this question.

- A.** Ship-to party (SH)
- B.** Sold-to party (SP)
- C.** Invoicing party (11)
- D.** Ordering party (1)

**Answer: A,B (LEAVE A REPLY)**

Master Data

#### **NEW QUESTION: 19**

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. Distribution channel
- C. Shipping point
- D. Sales organization

**Answer: B (LEAVE A REPLY)**

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: 20**

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain the transit time in the route in hours and minutes.
- B. Assign a set of working times to the plant.
- C. Maintain shifts defining the times for starting and ending work.
- D. Assign a shift sequence to the working times.
- E. Assign a set of working times to the shipping point.

**Answer: A,B,E (LEAVE A REPLY)**

To ensure precise scheduling during delivery scheduling, the settings should include:

A . Maintain the transit time in the route in hours and minutes: This allows the system to calculate the transportation time with precision.

B . Assign a set of working times to the plant: The working times of the plant determine when goods can be produced or prepared for shipping, impacting scheduling.

E . Assign a set of working times to the shipping point: The working times of the shipping point are crucial for determining when goods can be shipped, affecting delivery dates.

### **NEW QUESTION: 21**

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

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

**Answer: (SHOW ANSWER)**

Sales Process and Analytics

### **NEW QUESTION: 22**

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. Ship-to party
- B. Material group
- C. Route
- D. Plant
- E. Shipping point

**Answer: A,C,E (LEAVE A REPLY)**

### NEW QUESTION: 23

What settings should you make to ensure precise scheduling is used when the system performs delivery scheduling? Note: There are 3 correct answers to this question.

- A. Maintain the transit time in the route in hours and minutes.
- B. Assign a shift sequence to the working times.
- C. Assign a set of working times to the plant.
- D. Assign a set of working times to the shipping point.
- E. Maintain shifts defining the times for starting and ending work.

**Answer: C,D,E (LEAVE A REPLY)**

Shipping Process and Customizing

### NEW QUESTION: 24

What can you set up in copying control for billing documents? Note: There are 2 correct answers to this question.

- A. Update document flow
- B. Billing type for cancellation
- C. Update pricing
- D. Assignment number

**Answer: A,C (LEAVE A REPLY)**

In copying control for billing documents, you can set up:

A . Update document flow: This ensures that the document flow is updated to reflect the creation of the billing document, maintaining the link between related documents.

C . Update pricing: This allows for the update of pricing in the billing document, which might be necessary due to changes in pricing conditions since the creation of the preceding document.

### NEW QUESTION: 25

Where do you configure the default billing type to be used for delivery-related billing?

- A. Copying control
- B. Sales document item category
- C. Sales document type

D. Delivery type

**Answer: A (LEAVE A REPLY)**

Copying control defines how data is transferred from one document to another, such as from a delivery document to a billing document. It includes settings for determining the default billing type based on the preceding document type.

### **NEW QUESTION: 26**

How do you limit the choice of order reasons for a sales document?

- A. Assign the permitted reasons to the relevant sales item category.
- B. Specify the permitted reasons in the customer material info record.
- C. Assign the permitted order reasons to the relevant sales document type.
- D. Specify the permitted order reasons in the relevant customer master.

**Answer: C (LEAVE A REPLY)**

To limit the choice of order reasons for a sales document, you should:

C . Assign the permitted order reasons to the relevant sales document type.

This approach allows you to control which order reasons are available for selection when creating sales documents of a particular type, ensuring consistency and adherence to business rules specific to different sales processes or scenarios. By configuring the allowed order reasons at the sales document type level, you can tailor the order processing workflow to meet specific business requirements and constraints.

### **NEW QUESTION: 27**

When performing backorder processing, which confirmation strategies can you select?

Note: There are 3 correct answers to this question.

- A. Fill
- B. Redistribute
- C. Drop
- D. Gain
- E. Obtain

**Answer: A,B,D (LEAVE A REPLY)**

Confirmation strategies available in backorder processing include:

A . Fill: This strategy aims to completely fulfill as many sales orders as possible.

B . Redistribute: This strategy redistributes available stock among existing orders to optimize order fulfillment.

D . Gain: This strategy focuses on maximizing the fulfillment of high-priority orders, potentially at the expense of lower-priority ones.

### **NEW QUESTION: 28**

You need to change standard sales processing logic and your requirement cannot be met in Customizing. What options will ensure there are no changes to SAP-delivered objects?

Note: There are 3 correct answers to this question.

- A. Customer exit
- B. Business transaction event (BTE)
- C. Enhancement point
- D. SAP Best Practices
- E. Modification

**Answer: (SHOW ANSWER)**

To change standard sales processing logic without altering SAP-delivered objects, consider:

- A . Customer exit: This is a predefined enhancement point provided by SAP that allows customers to add their own custom code.
- B . Business transaction event (BTE): BTEs offer a way to add custom processing to standard SAP transactions.
- C . Enhancement point: Enhancement points are spots within SAP code where custom code can be inserted without direct modification to standard objects.

#### **NEW QUESTION: 29**

When an outbound delivery is created for a sales order, from which object does the system determine the default delivery type to be used?

- A. Sales order type
- B. Sales order item category
- C. Shipping conditions
- D. Shipping point

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 30**

You are a consultant on an SAP S/4HANA Cloud greenfield project. As part of their clean core journey, the customer must analyze the current IT landscape to eliminate redundant systems and establish an efficient architectural design.

Which of the following can you use to do the analysis?

- A. SAP Solution Manager
- B. Lean IX
- C. SAP Cloud ALM
- D. SAP Best Practices

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 31**

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this?

Note: There are 2 correct answers to this question.

- A. Set up condition tables and assign them to the relevant access sequences.
- B. Set up condition tables and assign them to the relevant condition types.

- C. Set up condition types and assign them to the relevant pricing procedure.
- D. Set up the pricing procedure and assign it to the relevant sales document type.

**Answer: A,C (LEAVE A REPLY)**

Pricing and condition technique

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### **NEW QUESTION: 32**

You maintain a sales order with several items and apply a manual freight charge. The system should automatically distribute the freight charge among the items based on the net value.

What do you need to do?

- A. Set up the freight charge as a header condition.
- B. Set up calculation type B (fixed amount) for the freight charge.
- C. Set up condition type groups for the freight charge.
- D. Assign a group condition routine to the freight charge.

**Answer: C (LEAVE A REPLY)**

Billing Process and Customizing

### **NEW QUESTION: 33**

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set the Condition Index indicator for condition type K029.
- B. You need to set the Condition Update indicator for condition type K029.
- C. You need to set up condition type K029 as a header condition.
- D. You need to set up condition type K029 as a group condition.

**Answer: D (LEAVE A REPLY)**

### **NEW QUESTION: 34**

You want to set up automatic pricing in a sales order. Which actions should you take to achieve this? Note: There are 2 correct answers to this question.

- A. Set up condition types and assign them to the relevant pricing procedure.

- B. Set up condition tables and assign them to the relevant condition types.
- C. Set up condition tables and assign them to the relevant access sequences.
- D. Set up the pricing procedure and assign it to the relevant sales document type.

**Answer: A,C (LEAVE A REPLY)**

#### **NEW QUESTION: 35**

You want to set up a discount with a scale value (condition type K029) that is based on the material group "spare parts". The discount should be granted for all items in a sales order that are spare parts. What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set up condition type K029 as a header condition.
- B. You need to set up condition type K029 as a group condition.
- C. You need to set the Condition Index indicator for condition type K029.
- D. You need to set the Condition Update indicator for condition type K029.

**Answer: B (LEAVE A REPLY)**

Group conditions allow the system to consider the total quantity or value of all items in a group (in this case, the "spare parts" material group) when determining the discount.

#### **NEW QUESTION: 36**

Which of the following API types does SAP recommend to use to achieve clean core integrations? Note:

There are 2 correct answers to this question.

- A. OData
- B. SOAP
- C. RFC
- D. IDoc

**Answer: A,B (LEAVE A REPLY)**

Managing Clean Core

#### **NEW QUESTION: 37**

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

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 38**

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality?

Note: There are 2 correct answers to this question.

- A. Stability
- B. Accuracy
- C. Efficiency
- D. Timeliness

**Answer: A,C ([LEAVE A REPLY](#))**

Managing Clean Core

#### **NEW QUESTION: 39**

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

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 40**

Which field from the material master is used in route determination in a sales order?

- A. Weight group
- B. Loading group
- C. Transportation group
- D. Material freight group

**Answer: ([SHOW ANSWER](#))**

The transportation group, maintained in the material master, plays a key role in determining the route for shipping the material in sales and distribution processes. It is used in conjunction with other factors like the shipping point and the ship-to party's location to determine the most appropriate route for delivery.

#### **NEW QUESTION: 41**

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

**Answer: B,C (LEAVE A REPLY)**

Basic Functions (customizing)

**NEW QUESTION: 42**

How can you manage which materials can be released for a value contract? Note: There are 2 correct answers to this question.

- A. Set up the dependent profitability segment for the value contract.
- B. Assign a sales item proposal to the value contract.
- C. Assign an assortment module to the value contract.
- D. Assign a product hierarchy to the value contract.

**Answer: B,C (LEAVE A REPLY)**

To manage which materials can be released for a value contract, you can:

B . Assign a sales item proposal to the value contract: Item proposals can be used to suggest specific materials for inclusion in sales documents, including value contracts.

C . Assign an assortment module to the value contract: Assortment modules define a group of materials that are allowed or restricted for a particular sales document, such as a value contract.

**NEW QUESTION: 43**

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

**Answer: A,C (LEAVE A REPLY)**

**NEW QUESTION: 44**

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Plant
- B. Loading group
- C. Shipping conditions
- D. Sales document type
- E. Transportation group

**Answer: A,B,C (LEAVE A REPLY)**

**NEW QUESTION: 45**

You want to be able to create and goods issue an outbound delivery for a stock material. What settings should you make? Note: There are 3 correct answers to this question.

- A. Define the goods movement type in the delivery item category.

- B. Set the order item category to be relevant for delivery.
- C. Set the schedule line category to be relevant for delivery.
- D. Activate schedule lines allowed in the order item category.
- E. Define the goods movement type in the schedule line category.

**Answer: C,D,E (LEAVE A REPLY)**

Shipping Process and Customizing

#### **NEW QUESTION: 46**

You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.

- A. Manage Prices - Sales app
- B. Pricing reports
- C. Price lists
- D. Listing

**Answer: A,C (LEAVE A REPLY)**

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#### **NEW QUESTION: 47**

When the system uses a free goods determination record to allocate free goods in a sales order, which elements influence item category determination for the free-of-charge item?

Note: There are 3 correct answers to this question.

- A. The item category of the higher-level item
- B. The item category usage provided by the ABAP code
- C. The item category group from the material master
- D. The condition category for the discount condition type
- E. The material price group from the material master

**Answer: A,C,D (LEAVE A REPLY)**

In free goods determination, the item category for the free-of-charge item is influenced by:

A . The item category of the higher-level item: This sets the context for the sub-items, including free goods.

C . The item category group from the material master: This influences how the material is processed in sales documents.

D . The condition category for the discount condition type: This determines how the system handles the free goods condition in the context of pricing and billing.

**NEW QUESTION: 48**

When performing backorder processing, which confirmation strategies can you select?

Note: There are 3 correct answers to this question.

- A. Fill
- B. Obtain
- C. Drop
- D. Gain
- E. Redistribute

**Answer: A,D,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 49**

Which business partner categories can you use to create customer master records? Note:

There are 2 correct answers to this question.

- A. Company
- B. Group
- C. Organization
- D. Sold-to party

**Answer: ([SHOW ANSWER](#))**

Master Data

**NEW QUESTION: 50**

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign multiple distribution channels to one company code.
- B. Assign a plant to multiple sales organizations/distribution channels.
- C. Assign multiple loading points to a plant.
- D. Assign a shipping point to multiple plants.
- E. Assign multiple plants to one company code.

**Answer: B,D,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 51**

Which of the following is a prerequisite for billing?

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

**Answer: ([SHOW ANSWER](#))**

A prerequisite for billing is:

C . You need an order item category that is configured to be billing relevant: This ensures that items in the order can be included in the billing document based on their category configuration.

**NEW QUESTION: 52**

To avoid critical situations in demand and procurement, the material availability check can be combined with product allocations. Which benefit can be achieved by this?

- A. Capacity overloads can be avoided.
- B. More sales orders can be confirmed.
- C. Procurement costs can be reduced.
- D. Goods distribution can be optimized.

**Answer: (SHOW ANSWER)**

Combining material availability check with product allocations can achieve:

D . Goods distribution can be optimized: By combining these two, the system can ensure that available stock is allocated in a way that meets strategic sales and distribution objectives, optimizing overall goods distribution.

**NEW QUESTION: 53**

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. Route
- B. Plant
- C. Material group
- D. Shipping point
- E. Ship-to party

**Answer: (SHOW ANSWER)**

Shipping Process and Customizing

**NEW QUESTION: 54**

Which fields are used in the determination of the shipping point? Note: There are 3 correct answers to this question.

- A. Transportation group
- B. Plant
- C. Loading group
- D. Shipping conditions
- E. Sales document type

**Answer: A,B,C (LEAVE A REPLY)**

The shipping point determination uses the following fields:

A . Transportation group: Defined in the material master and used for shipping logistics.

B . Plant: Where the goods are produced or stored, crucial for determining the shipping point.

C . Loading group: Also defined in the material master, indicates how the product is to be loaded, affecting the choice of shipping point.

**NEW QUESTION: 55**

Which business partner categories can you use to create customer master records? Note: There are 2 correct answers to this question.

- A. Group
- B. Sold-to party
- C. Company
- D. Organization

**Answer: A,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 56**

You are a consultant on an SAP S/4HANA Cloud greenfield project.

Which of the following aspects should you focus on to achieve and maintain clean core data quality? Note: There are 2 correct answers to this question.

- A. Efficiency
- B. Accuracy
- C. Stability
- D. Timeliness

**Answer: A,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 57**

When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

- A. Shipping point
- B. Outbound delivery item category
- C. Material
- D. Outbound delivery type

**Answer: ([SHOW ANSWER](#))**

If storage location for picking is not specified in the order item, the system determines the storage location when it creates the outbound delivery and copies it into the delivery item. Otherwise, the storage location entered in the order item is used in the outbound delivery.

**NEW QUESTION: 58**

You want to set up a discount with a scale value (condition type K029) that is based on the material group

"spare parts". The discount should be granted for all items in a sales order that are spare parts.

What do you need to set up for condition type K029 so it meets this requirement?

- A. You need to set up condition type K029 as a header condition.
- B. You need to set the Condition Index indicator for condition type K029.
- C. You need to set up condition type K029 as a group condition.
- D. You need to set the Condition Update indicator for condition type K029.

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 59**

What are the characteristics of the process where new fields are copied from a customer master record to a sales document in SAP S/4HANA?

Note: There are 2 correct answers to this question.

- A. Fields are moved from the sold-to party, ship-to party, bill-to party or payer views to the sales order tables using a user exit.
- B. Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party or payer views using a user exit.
- C. Fields are copied from the customer master tables to the sales order tables using the condition technique.
- D. Fields are copied from the customer master tables directly to the sales order tables using Application Link Enabling (ALE) settings.

**Answer: (SHOW ANSWER)**

In SAP S/4HANA, when new fields are copied from a customer master record to a sales document, the characteristics of this process include:

A . Fields are moved from the sold-to party, ship-to party, bill-to party, or payer views to the sales order tables using a user exit: User exits allow for the customization of standard SAP behavior without modifying the core code. This method can be used to copy additional fields from customer master data to sales documents, providing flexibility to meet specific business requirements.

B . Fields are copied from the customer master tables to the sold-to party, ship-to party, bill-to party, or payer views using a user exit: Similar to option A, this process involves using user exits to extend the standard SAP functionality. The fields can be copied to these partner function views within the sales document, enriching the document with additional data from the customer master.

Option C, involving the condition technique, is typically used for determining pricing conditions, not for copying fields from the customer master to sales documents. Option D, mentioning ALE settings, is not a standard approach for directly copying fields from customer master records to sales documents; ALE is more commonly used for integrating data across different systems.

#### **NEW QUESTION: 60**

What are some of the prerequisites for the creation of a credit memo based on a credit memo request?

Note: There are 2 correct answers to this question.

- A. The Billing Block field in the credit memo request must be empty.
- B. Copying control must exist between the sales document and the billing document.
- C. The billing document of the original customer invoice must be cancelled.
- D. An appropriate reason for rejection must be assigned to the original sales order item.

**Answer: (SHOW ANSWER)**

Sales Process and Analytics

### NEW QUESTION: 61

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

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

**Answer: A (LEAVE A REPLY)**

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