C_TS462_2023 Dumps with Practice Exam Questions Answers [Q46-Q65
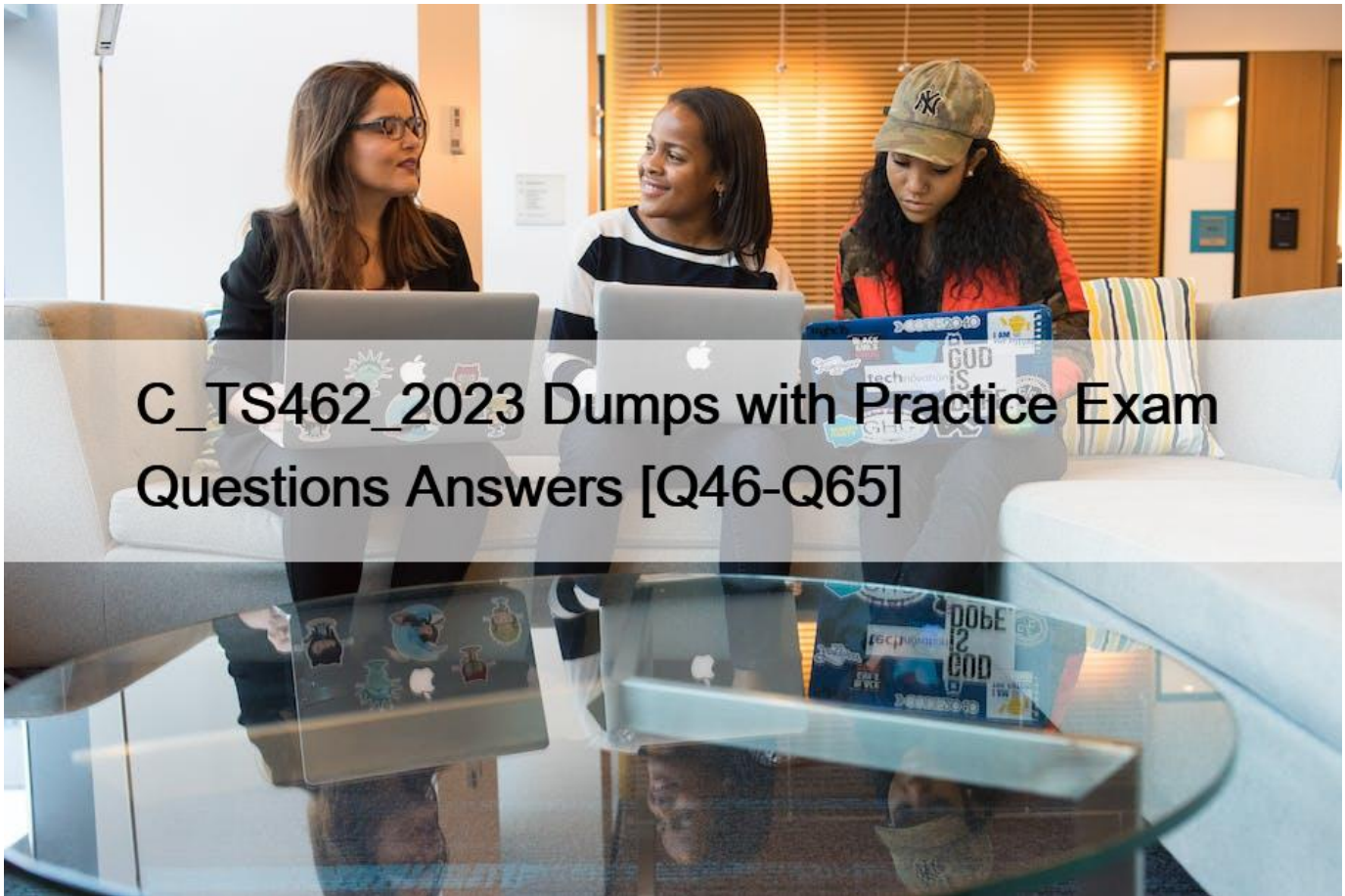

C_TS462_2023 Dumps with Practice Exam Questions Answers

C_TS462_2023 by SAP Certified Associate Actual Free Exam Practice Test

SAP C_TS462_2023 Exam Syllabus Topics:

TopicDetailsTopic 1- Billing Process and Customizing: This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.Topic 2- 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 3- Basic Functions (Customizing): It focuses on explaining and performing tasks related to basic functions (customizing).Topic 4- Organizational Structures: This topic discusses the role of organizational structures and how they relate to basic functions within the sales process.Topic 5- Sales Process and Analytics: Sales process and analytics is a topic that involves explaining and performing various tasks related to the sales process.Topic 6- 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.Topic 7- 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 8- 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.

NO.46 When you create a business partner, allocation of the business partner number is controlled by a number range assigned to which object?

* Business partner grouping
* Business partner role
* Business partner category
* Account group

Number ranges for business partner numbers are defined at the business partner grouping level, which determines how business partners are categorized and numbered in the system.

NO.47 When determining a storage location during delivery processing, the system uses a rule defined in which of the following?

* Outbound delivery type
* Material
* Outbound delivery item category
* Shipping point

Shipping Process and Customizing

NO.48 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.

* Customer material info record
* Sold-to party
* Ship-to party
* Material determination
* Material master

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.

NO.49 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.

* The customer Master Data
* The sales organization
* The higher-level item
* The material Master Data

NO.50 Which documents can only be created with reference to a billing document? Note: There are 2 correct answers to this question.

* Invoice correction request
* Debit memo request
* Returns order
* Invoice cancellation

Sales Process and Analytics

NO.51 Which of the following is a use case for a billing plan type?

* Milestone billing

* Convergent billing
* Settlement management
* Invoice lists

A use case for a billing plan type includes:

A . Milestone billing: This allows for billing based on the completion of certain milestones in a project or delivery schedule.

NO.52 A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?
* Warehouse number
* Distribution channel
* Distribution chain.
* Division

NO.53 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?
* Sales office
* Distribution channel
* Shipping point
* Sales organization

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.

NO.54 Which of the following SAP S/4HANA Sales organizational unit assignments are mandatory? Note: There are 2 correct answers to this question.
* Division to sales organization
* Plant to combination of sales organization and distribution channel
* Sales office to sales area
* Sales group to sales office

Mandatory SAP S/4HANA Sales organizational unit assignments include:

A . Division to sales organization: A division must be assigned to a sales organization to define the product range that the sales organization is responsible for.

B . Plant to combination of sales organization and distribution channel: This assignment ensures that the system knows where products are available for a given sales organization and distribution channel.

NO.55 A new plant has been defined in your SAP S/4HANA system.

To which organizational element do you assign this new plant for it to be an allowed delivering plant for sales orders?
* Warehouse number
* Distribution channel
* Distribution chain.
* Division

Organizational Structures

NO.56 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?
* SAP Cloud ALM
* Lean IX
* SAP Best Practices
* SAP Solution Manager
Managing Clean Core

NO.57 You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.
* Price lists
* Pricing reports
* Listing
* Manage Prices – Sales app
Pricing and condition technique

NO.58 Which information comes from the payer? Note: There are 2 correct answers to this question.
* Billing plan
* Invoicing list scheduling
* Billing address
* Payment terms
Information that comes from the payer includes:

C . Billing address: The billing address is typically associated with the payer and is used for invoicing purposes.

D . Payment terms: Payment terms, which define how and when payment for invoices is to be made, are often maintained in the payer’s master data.

NO.59 How can you reduce the maintenance effort for customer master data? Note: There are 2 correct answers to this question.
* Use the common master data concept.
* Use multi-address handling.
* Use business partner roles.
* Use customer-vendor integration.
To reduce the maintenance effort for customer master data, you can:

A . Use the common master data concept: This allows for centralized maintenance of data shared across different modules and applications.

D . Use customer-vendor integration: This integrates customer and vendor roles within the business partner concept, simplifying master data management.

NO.60 You are configuring the organizational structure in your system.Which assignments are possible? Note:

There are 3 correct answers to this question.
* Assign multiple plants to one company code.
* Assign multiple distribution channels to one company code.
* Assign a shipping point to multiple plants.
* Assign a plant to multiple sales organizations/distribution channels.

* Assign multiple loading points to a plant.
Organizational Structures

NO.61 What are some characteristics of the process flow in SAP S/4HANA? Note: There are 2 correct answers to this question.
* The process flow supports direct navigation to applications that can be used to solve problems.
* Issue solving is supported by a wizard based on machine learning (ML).
* The status of a document is updated using artificial intelligence (AI) algorithms.
* Color coding is used to indicate the status of a document.

NO.62 A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?
* The reason for rejection was not assigned to the item category.
* The reason for rejection does not have the appropriate configuration to exclude item value.
* The item value is used statistically hence added to the net value.
* The update of the net value is not triggered after the rejection of the item.

NO.63 How can you enable partial deliveries for a sales order, while making sure to get as few deliveries as possible?
* In each order item, set Complete Delivery to required.
* In the order header, set Order Combination to allowed.
* In the order header, set the Complete Delivery indicator.
* In each order item, set Partial Deliveries to required.
Sales Process and Analytics

NO.64 You want to evaluate sales discount condition records.

Which tool can you use? Note: There are 2 correct answers to this question.
* Price lists
* Pricing reports
* Listing
* Manage Prices – Sales app

NO.65 How does the system determine the warehouse number in an order-to-cash process?
* It is linked to a combination of plant and distribution channel.
* It is linked to a combination of plant and shipping point.
* It is linked to a combination of plant and storage location.
* It is linked to a combination of sales area and plant.
Organizational Structures

Free SAP Certified Associate C_TS462_2023 Exam Question:
https://www.exams4sures.com/SAP/C_TS462_2023-practice-exam-dumps.html]