



# SAP C\_TS462\_2023 STUDY GUIDE PDF

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

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**Details of the Exam-Syllabus-Questions**

**C\_TS462\_2023**

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

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

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## Get an Overview of the C\_TS462\_2023 Certification:

Who should take the [C\\_TS462\\_2023 exam](#)? This is the first question that comes to a candidate's mind when preparing for the S/4HANA Cloud Private Edition Sales certification. The C\_TS462\_2023 certification is suitable for candidates who are keen to earn knowledge on the S/4HANA and grab their SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But C\_TS462\_2023 study guide PDF is here to solve the problem. C\_TS462\_2023 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

## Why Should You Earn the SAP C\_TS462\_2023 Certification?

There are several reasons why one should grab the C\_TS462\_2023 certification.

- The S/4HANA Cloud Private Edition Sales certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales](#) is a powerful qualification for a prosperous career.

# What Is the SAP C\_TS462\_2023 S/4HANA Cloud Private Edition Sales Certification Exam Structure?

Exam Name	SAP Certified Associate - SAP S/4HANA Cloud Private Edition, Sales
Exam Code	<a href="#">C_TS462_2023 » SAP S/4HANA Cloud Private Edition Sales Certification Online Practice Test</a>
Level	Associate
Exam Price	\$541 (USD)
Duration	120 mins
Number of Questions	60
Cut Score	63%
Reference Books / Trainings	<a href="#">S4605 (SAP S/4HANA 2023)</a> <a href="#">S4610 (SAP S/4HANA 2023)</a> <a href="#">S4615 (SAP S/4HANA 2023)</a> <a href="#">S4620 (SAP S/4HANA 2023)</a> <a href="#">S4650 (SAP S/4HANA 2023)</a> <a href="#">S46000 (SAP S/4HANA 2023)</a> <a href="#">S46001 (SAP Learning Hub only)</a> <a href="#">Applying SAP S/4HANA Sales</a> <a href="#">Managing Clean Core</a>
Schedule Exam	<a href="#">SAP Learning</a>
Sample Questions	<a href="#">SAP C_TS462_2023 Certification Exam Sample Question</a>
Recommended Practice	<a href="#">SAP S/4HANA Cloud Private Edition, Sales Certification Practice Test</a>

## Enhance Knowledge with C\_TS462\_2023 Sample Questions:

### 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**

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: 3**

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: 4**

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: 5**

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: 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**

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: 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 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: 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**

# What Study Guide Works Best in Acing the SAP C\_TS462\_2023 S/4HANA Cloud Private Edition Sales Certification?

The C\_TS462\_2023 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

## Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the S/4HANA Cloud Private Edition Sales exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

## Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

## Get Expert Advice from the Training:

Do not forget to join the SAP C\_TS462\_2023 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

## Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

## Avoid Dumps and Utilize the SAP C\_TS462\_2023 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the



exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, C\_TS462\_2023 practice tests always stand out to be the better choice than dumps PDF.

### **Avail the Proven C\_TS462\_2023 Practice Test for Success!!!**

Do you want to pass the C\_TS462\_2023 exam on your first attempt? Stop worrying; we, ERPPrep.com are here to provide you the best experience during your SAP S/4HANA Cloud Private Edition, Sales preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [C TS462 2023 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.