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SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	- Financials: This section measures skills of Financial Controllers and Accounting Specialists regarding business processes related to posting journal entries, payments, reconciliations, fixed assets, cost accounting, and financial and accounting reporting. Candidates learn to set up financial elements such as G - L account defaults, chart of accounts, currencies, and posting periods. They also demonstrate competence in performing common financial and banking operations. This domain contributes about 30% to the exam.
Topic 2	Implementation: This section of the exam measures skills of SAP Business One Consultants and Implementation Specialists and covers the use of tools provided in the Implementation Center alongside SAP's implementation methodology to run a successful project. Candidates demonstrate the ability to set up and configure a new SAP Business One company, including initialization settings, customization tools, cockpit analytics, user settings, and authorizations. Compliance with SAP's maintenance policy is also assessed. This domain represents about 30% of the exam.
Topic 3	Logistics: This domain targets Supply Chain Managers and Operations Specialists and focuses on knowledge of key business processes within sales, purchasing, warehouse management, MRP, production, and customer service in SAP Business One. Candidates describe how to set up logistics, CRM, and service functionalities and demonstrate the ability to perform common logistics tasks efficiently. This domain accounts for approximately 40% of the exam.

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SAP Certified Associate - SAP Business One Sample Questions (Q45-Q50):

NEW QUESTION # 45

In the customer's business process, the sales manager needs to be informed of any discount over 5%. Any discount over 10% requires sign-off by a Vice President (VP).

How can you set this up?

- A. Set up a user alert with a query for the two conditions, and specify the sales manager and the VP as recipients.
- **B. Define an approval process with two conditions (5% and 10%) and include the sales manager and the VP as approvers.**
- C. Set up a standard alert for the sales manager and define an approval process for the VP sign-off
- D. Define an approval process with two stages, one for the sales manager and one for the VP

Answer: B

NEW QUESTION # 46

You are browsing documents and encounter a document with the status Draft for Document Update [Pending].

What does this mean in the context of an approval process?

- A. Document in approval process was canceled by the originator and now cannot be added or updated.
- B. A document with status Draft for Document Update was approved and can now be added by the originator.
- **C. Originator has made a change to a document and document now meets criteria for an approval**
- D. Document was approved but has not yet been saved by the originator.

Answer: C

NEW QUESTION # 47

One of your largest customers is assigned to the Retail Price List. You have just negotiated quantity discounts for this customer for certain items based on the Distributor Price List prices. These additional discounts should apply too this only this customer.

Which is the best option for pricing to support this scenario?

- A. Create a discount group for this customer alone.
- B. Set up Special Prices for Business Partners for this customer.
- C. Add entries to the Period and Volume Discounts for the Distributor Price List.
- **D. Reassign the customer to the Distributor Price List.**

Answer: D

NEW QUESTION # 48

A service representative creates a service call at midnight for a customer with a contract. The contract's service level agreement specifies a resolution time of 8 hours. The service call shows a resolution deadline of noon.

Why is the deadline further out than 8 hours?

- A. Resolution time calculation is affected by the hours of coverage listed in the contract.
- B. The response time from the contract is added to the resolution time.
- **C. The time period for resolution begins once a technician is assigned.**
- D. The equipment card contains a different resolution time.

Answer: C

NEW QUESTION # 49

Item Code AB1234 is controlled by the FIFO valuation method.

When this item is issued out of the warehouse, which layer does the system choose first?

- A. The layer with the smallest quantity
- **B. The oldest available layer**
- C. The layer with the lowest cost
- D. The layer selected by a user

Answer: B

NEW QUESTION # 50

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