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## Trend Analysis

Sl. No.	Topic Name	2023	2024	2025
<b>Unit I: Nature and Significance of Management</b>				
1	Importance of Management	0	1	1
2	Coordination (Concept & Importance)	0	1	1
3	Objective of management	0	1	0
4	Levels of Management	0	1	0
5	Management Functions	5	1	2
<b>Unit II: Principles of Management</b>				
1	Nature of Principle of Management	1	0	0
2	Fayol's principles of management & Meaning	1	2	3
3	Principle of Taylor's Scientific Management	1	1	1
4	Techniques of Taylor's Scientific Management	2	1	1
<b>Unit III: Business Environment</b>				
1	Meaning of Business Environment	0	0	1
2	Features of Business Environment	1	1	2
3	Dimensions of Business Environment	1	3	1
<b>Unit IV: Planning</b>				
1	Meaning of Planning	0	0	1
2	Features of Planning	1	1	1
3	Importance of Planning	1	0	1
4	Steps in Planning	1	2	1
5	Type of Plan	0	0	1
<b>Unit V: Organising</b>				
1	Meaning of organising	1	1	1
2	Steps in organising	5	1	1
3	Organisational Structure	0	1	2
4	Formal & informal organisation	0	2	0
5	Centralisation & Decentralisation	0	0	1
<b>Unit VI: Staffing</b>				
1	Meaning of Staffing, Recruitment & Selection	1	1	2
2	Staffing Process	1	0	1
3	Source of Recruitment	1	0	1
4	Method of Training	0	1	0
5	Selection Process	1	1	1
<b>Unit VII: Directing</b>				
1	Meaning of Motivation	0	1	0
2	Maslow hierarchy need theory	0	1	0
3	Meaning of Leadership	1	1	2
4	Communication Process	1	0	1
5	Financial & Non financial incentive	1	0	0
6	Barriers to communication	0	0	2

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## SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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</li> <li>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.</li> </ul>

Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

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### SAP Certified Associate - SAP Business One Sample Questions (Q18-Q23):

#### NEW QUESTION # 18

You have set up advanced availability-to-promise (ATP) in a company with three item groups. The first item group does NOT need an automatic ATP check. The second item group requires an ATP check and CANNOT be split into multiple deliveries. The third item group requires an ATP check but can have multiple deliveries.

What action is needed to configure this requirement?

- A. Use a different row type in the sales order for each item group.
- B. Set the appropriate order multiple and order interval in each item group.
- C. Create a checking rule to assign to each item group.

Answer: C

#### NEW QUESTION # 19

What are two activities performed during the realization phase of a well-run SAP Business One implementation project? Note: There are 2 correct answers to this question.

- A. Assess business needs.
- B. Perform a fit/gap analysis.
- C. Manage organizational change.
- D. Configure and test the system.

Answer: C,D

#### NEW QUESTION # 20

In a perpetual inventory system, what is the effect of posting an A/P Invoice that is copied from a Goods Receipt PO (GRPO)? Note: There are 2 correct answers to this question.

- A. Stock value increases.
- **B. Allocation account from GRRPO clears.**
- C. Journal entry reduces cash account.
- **D. Vendor's balance increases.**

**Answer: B,D**

#### NEW QUESTION # 21

You need to record a balance transfer between two customers.

How do you select each customer in the journal entry? Note: There are 2 correct answers to this question.

- **A. Choose the list of business partners from the context menu.**
- B. Press Tab and choose from the list of business partners.
- **C. Press Ctrl+Tab to select from the list of business partners.**
- D. Double click to select from the list of business partners.

**Answer: A,C**

#### NEW QUESTION # 22

Data ownership is used in a company and the "business partner and document method is selected. A sales employee adds a sales quotation for a business partner.

How will the system apply data ownership rules if there is NOT an owner in the business partner master data?

- A. Based on the business partner contact
- B. Based on the company relationship
- C. Based on the sales employee's authorizations
- **D. Based on the document owner**

**Answer: D**

#### NEW QUESTION # 23

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