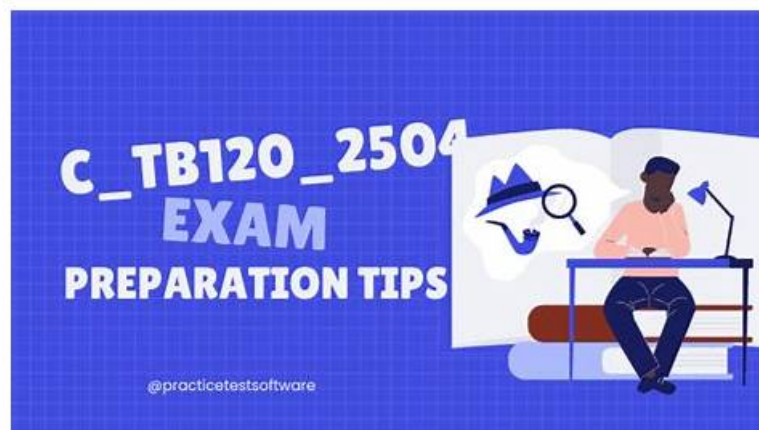


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## SAP C-TB120-2504 Exam Syllabus Topics:

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 (Q48-Q53):

### NEW QUESTION # 48

Which of the following documents increases the in-stock level of an item? Note: There are 3 correct answers to this question.

- A. Goods Return
- **B. Return**
- C. Reserve Invoice
- **D. Goods Receipt PO**
- **E. Goods Receipt**

**Answer: B,D,E**

### NEW QUESTION # 49

There are three parts to this bin location code: M02-A14-502

What does each part represent?

- A. M02 represents the warehouse, A14 represents the aisle, and 502 represents the specific shelf number.
- B. M02 represents the storage type, A14 represents the inventory category, and 502 represents the product code.
- C. M02 represents the floor, A14 represents the section, and 502 represents the bin position.
- **D. M02 represents the row, A14 represents the section, and 502 represents the shelf.**

**Answer: D**

### NEW QUESTION # 50

A sales representative should be able to inform a customer before adding a sales order, if the order exceeds their credit limit. Additionally, the sales manager wants to be notified when a credit limit has been exceeded.

How can you implement this? Note: There are 2 correct answers to this question.

- **A. Define a user alert with a query to check the sales order value against the credit limit.**
- **B. Set up an approval process for credit deviation with the sales manager as the approver.**
- C. Enable credit limit restrictions on sales orders in the general settings.
- D. Activate the credit deviation alert with the sales manager as the recipient.

**Answer: A,B**

### NEW QUESTION # 51

You want the system to automatically split the amounts posted to the printing expense account between the sales and the support departments. Which definition should you link to the printing expense account?

- A. A distribution rule for each department
- B. A manual distribution rule with a direct allocation
- **C. A distribution rule allocated to both departments**

**Answer: C**

### NEW QUESTION # 52

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. The response time from the contract is added to the resolution time.
- **B. The time period for resolution begins once a technician is assigned.**
- C. The equipment card contains a different resolution time.

- D. Resolution time calculation is affected by the hours of coverage listed in the contract.

**Answer: B**

## NEW QUESTION # 53

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