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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>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>

Topic 3	<ul style="list-style-type: none"> <li>• <b>Logistics:</b> 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>
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### SAP Certified Associate - SAP Business One Sample Questions (Q16-Q21):

#### NEW QUESTION # 16

An A/R invoice was added to the system but an inventory transaction was NOT created. What could be the reasons?

- A. The items in the invoice are missing the unit of measure group.
- **B. The invoice is based on a delivery document.**
- C. The customer has exceeded their credit limit
- D. The in-stock quantity of thee items falls below the minimum level.

**Answer: B**

#### NEW QUESTION # 17

A company uses the advanced G/L account determination solution. The company defined five rules for special business scenarios for selling items to different countries.

Which accounts does the system use for all other business scenarios to assign accounts to journal entries?

- **A. The accounts defined in the G/L determination window**
- B. The accounts defined in the item master data
- C. The accounts defined in the item group
- D. The accounts defined in the warehouse

**Answer: A**

#### NEW QUESTION # 18

Which CRM object is designed to give you visibility into your sales pipeline?

- A. Activity
- **B. Opportunity**
- C. Campaign
- D. Customer 360

**Answer: B**

### NEW QUESTION # 19

A user creates an incoming payment for a customer and selects two invoices to be paid. When the user tries to post the payment the system message that is shown in the attached screenshot appears.

What are possible reasons for this system message? Note: There are 2 correct answers to this question.

- A. The amount in the Payment Means window does NOT match the total amount of invoices.
- B. The user did NOT choose a payment means.
- C. The invoices are NOT due yet.
- D. The customer uses a foreign currency and the exchange rate is NOT set up.

Answer: A,B

### NEW QUESTION # 20

You sell a case of several hardware tools as a kit. Often when selling the kit, one or more tools are replaced with other items from inventory. Which type of bill of materials would you create for the kit to support this process?

- A. Sales
- B. Template
- C. Assembly

Answer: A

### NEW QUESTION # 21

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