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SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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.
Topic 3	• 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.

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SAP Certified Associate - SAP Business One Sample Questions (Q59-Q64):

NEW QUESTION # 59
An option to exclude discount groups for pricing is available in which two objects? Note: There are 2 correct answers to this question.

- A. Pricelist
- B. Item Master
- C. Business Partner Master
- D. Marketing Document

Answer: B,C

NEW QUESTION # 60
You created sales quotations for three leads. One of the quotations was accepted with the condition that delivery be made today. What action do you need to take before you can create a delivery document for this sales quotation?

- A. Change the status of the sales quotation.
- B. Perform an availability check.
- C. Convert the lead to a customer.
- D. Copy the sales quotation to a sales order.

Answer: C

NEW QUESTION # 61
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 standard alert for the sales manager and define an approval process for the VP sign-off
- B. Define an approval process with two stages, one for the sales manager and one for the VP
- C. Set up a user alert with a query for the two conditions, and specify the sales manager and the VP as recipients.
- D. Define an approval process with two conditions (5% and 10%) and include the sales manager and the VP as approvers.

Answer: D

NEW QUESTION # 62
You post a goods receipt PO (GRPO). There is NO purchase order to reference.
How will the GRPO affect inventory levels? Note: There are 2 correct answers to this question.

- A. Increases the in-stock quantity.
- B. Decreases the ordered quantity.

- C. Increases the committed quantity.
- D. Increases the quantity available to promise.

Answer: A,D

NEW QUESTION # 63

Your company manufactures electronic devices.

How would you define a technician employee and a calibration machine in order to plan capacity in the production process?

- A. A technician employee is an overhead cost, and a calibration machine is considered a tool in the production process.
- B. A technician employee is a resource with fixed working hours, and a calibration machine is a resource that requires periodic maintenance.
- C. A technician employee is a resource that impacts product quality, and a calibration machine is a resource used solely for quality control.
- D. A technician employee is a resource with a variable capacity based on skills and experience, and a calibration machine is a resource with a fixed capacity based on its calibration frequency.

Answer: D

NEW QUESTION # 64

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