

C_TB120_2504 Actual Exams - Key C_TB120_2504 Concepts



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SAP Certified Associate - SAP Business One Sample Questions (Q17-Q22):

NEW QUESTION # 17

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. Assembly
- B. Sales
- C. Template

Answer: B

NEW QUESTION # 18

You have just added a Purchase Order for 50 notebooks.
What is the effect of adding this Purchase Order?

- A. The purchase order is automatically fulfilled and removed from the system.
- **B. The system records a commitment to purchase 50 notebooks, increasing pending orders.**
- C. The inventory of notebooks decreases by 50.
- D. The sales revenue increases immediately by the value of 50 notebooks.

Answer: B

NEW QUESTION # 19

An accountant needs to record a household payment on a monthly basis. Every month, the payment amount as well as the petty cash and the expense accounts are the same in the journal entry.
What is the best practice to achieve this?

- **A. Use recurring postings.**
- B. Use recurring invoices.
- C. Use journal vouchers.
- D. Use posting templates.

Answer: A

NEW QUESTION # 20

Which marketing document is required in the purchasing process?

- A. Goods Receipt PO
- **B. A/P Invoice**
- C. Outgoing Payment
- D. Purchase Order

Answer: B

NEW QUESTION # 21

A company wants to track the sales performance of items by different market segments. Examples of these segments include sales to youths, seniors, professionals, and amateurs. These market segments sometimes overlap.
Which functionality can help the company track sales performance of items for overlapping market segments?

- A. Customer Type
- B. Item Groups
- C. Customer Groups
- **D. Item Properties**

Answer: D

NEW QUESTION # 22

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