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

Topic	Details
Topic 1	<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 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>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.</li></ul>

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## SAP Certified Associate - SAP Business One Sample Questions (Q40-Q45):

NEW QUESTION # 40

Your customer offers promotion codes to certain customers. You define a user-defined table to hold the promotion code information.

The marketing director needs to maintain and update the table using an easy to find menu in the system.

What do you recommend?

- A. User-defined Values
- **B. User-defined Object**
- C. User-defined Field

**Answer: B**

#### **NEW QUESTION # 41**

Which of the following can influence the security level of a transaction in the Cash Flow report?

- **A. The transaction type (origin)**
- B. The due date of the transaction
- C. The amount of the transaction
- D. The payment terms of the transaction

**Answer: A**

#### **NEW QUESTION # 42**

A company uses perpetual inventory and produces items in-house that are controlled by the standard cost valuation method. The standard cost value is set to 20. During the past month, the actual cost to produce this item increased to 25 due to labor costs. What is the effect on accounting and inventory each time this item is produced? Note: There are 2 correct answers to this question.

- **A. The cost of goods sold for the item will be set at 25.**
- B. A cost of 20 is posted to the stock account.
- C. The cost of 25 is posted to the stock account.
- **D. The cost difference 5 is posted to a variance account.**

**Answer: A,D**

#### **NEW QUESTION # 43**

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 sales revenue increases immediately by the value of 50 notebooks.
- C. The inventory of notebooks decreases by 50.
- **D. The system records a commitment to purchase 50 notebooks, increasing pending orders.**

**Answer: D**

#### **NEW QUESTION # 44**

You are browsing documents and encounter a document with the status Draft for Document Update [Pending].

What does this mean in the context of an approval process?

- A. Document was approved but has not yet been saved by the originator.
- B. A document with status Draft for Document Update was approved and can now be added by the originator.
- C. Document in approval process was canceled by the originator and now cannot be added or updated.
- **D. Originator has made a change to a document and document now meets criteria for an approval**

**Answer: D**

## NEW QUESTION # 45

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