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SAP C_TB120_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none"> • 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 3	<ul style="list-style-type: none"> • 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.

SAP Certified Associate - SAP Business One Sample Questions (Q43-Q48):

NEW QUESTION # 43

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

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

Answer: D

NEW QUESTION # 44

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

Answer: B,D

NEW QUESTION # 45

A manager would like to measure compliance for on-time delivery at a glance.
When the percentage is too low, the manager would like to drill down to view real-time statistics for deliveries, returns, and average time for order fulfillment.
What would you recommend?

- A. A pervasive dashboard with actions to open additional pervasive dashboards
- **B. A key performance indicator with an action to open an advanced dashboard**
- C. An advanced dashboard in his cockpit

Answer: B

NEW QUESTION # 46

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

- Answer: B**

In the Customer Receivables Aging report, what is the Aging Date?

- A. The age interval in which the debts are distributed in the report
- B. The due date of the transaction
- C. The date from which the age of the debt is calculated

NEW QUESTION # 48

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