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SAP Certified Associate - SAP Business One Sample Questions (Q56-Q61):

NEW QUESTION # 56
A sales representative should be able to inform a customer before adding a sales order, if the order exceeds their credit limit. Additionally, the sales manager wants to be notified when a credit limit has been exceeded.
How can you implement this? Note: There are 2 correct answers to this question.

- A. Activate the credit deviation alert with the sales manager as the recipient.
- B. Set up an approval process for credit deviation with the sales manager as the approver.
- C. Define a user alert with a query to check the sales order value against the credit limit.
- D. Enable credit limit restrictions on sales orders in the general settings.

Answer: B,C

NEW QUESTION # 57
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. Item Properties
- B. Customer Groups
- C. Item Groups
- D. Customer Type

Answer: A

NEW QUESTION # 58
There are three parts to this bin location code: M02-A14-502
What does each part represent?

- A. M02 represents the row, A14 represents the section, and 502 represents the shelf.
- B. M02 represents the warehouse, A14 represents the aisle, and 502 represents the specific shelf number.
- C. M02 represents the floor, A14 represents the section, and 502 represents the bin position.
- D. M02 represents the storage type, A14 represents the inventory category, and 502 represents the product code.

Answer: A

NEW QUESTION # 59
A service representative creates a service call at midnight for a customer with a contract. The contract's service level agreement specifies a resolution time of 8 hours. The service call shows a resolution deadline of noon.
Why is the deadline further out than 8 hours?

- A. The time period for resolution begins once a technician is assigned.
- B. Resolution time calculation is affected by the hours of coverage listed in the contract.
- C. The response time from the contract is added to the resolution time.
- D. The equipment card contains a different resolution time.

Answer: A

NEW QUESTION # 60
What condition must be fulfilled before the system recommends issuing a level 2 dunning letter?

- A. The dunning level of a customer is 2 or higher.
- B. A level 1 letter has already been issued.
- C. Interest should be defined in the dunning terms.
- D. The open debt exceeds the customer's credit limit.

Answer: B

NEW QUESTION # 61
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