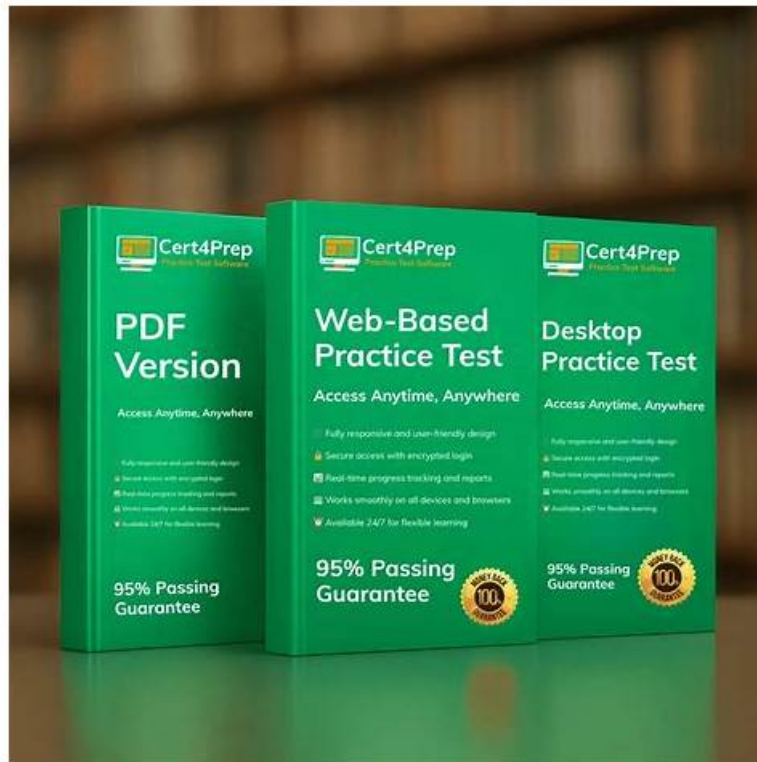


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SAP C-TB120-2504 Exam Syllabus Topics:

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	• 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.
Topic 3	• 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.

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SAP Certified Associate - SAP Business One Sample Questions (Q30-Q35):

NEW QUESTION # 30

A new intern has joined the company. You create a user account.

What else MUST you do so that the user can create sales orders? Note: There are 2 correct answers to this question.

- A. Assign a license to the user.
- B. Define a sales employee.
- C. Set general authorization to the sales menu
- D. Define an employee record.

Answer: A,C

NEW QUESTION # 31

Which marketing document is required in the purchasing process?

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

Answer: C

NEW QUESTION # 32

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

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

Answer: A,C

NEW QUESTION # 33

A production process finishes.

What can you do to add the finished goods to inventory? Note: There are 2 correct answers to this question.

- A. Close the Production Order.
- B. Change the Production Order status to released.
- C. Add a Receipt from Production document for the Production Order.
- D. From the context menu of the Production Order choose Report Completion.

Answer: C,D

NEW QUESTION # 34

One of your largest customers is assigned to the Retail Price List. You have just negotiated quantity discounts for this customer for certain items based on the Distributor Price List prices. These additional discounts should apply too this only this customer. Which is the best option for pricing to support this scenario?

- A. Add entries to the Period and Volume Discounts for the Distributor Price List.
- B. Set up Special Prices for Business Partners for this customer.
- C. Reassign the customer to the Distributor Price List.
- D. Create a discount group for this customer alone.

Answer: C

NEW QUESTION # 35

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