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SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
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"> 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 (Q16-Q21):

NEW QUESTION # 16

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

Answer: C,D

NEW QUESTION # 17

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 # 18

Which two fields are examples of dimensions used in semantic layer views? Note: There are 2 correct answers to this question.

- A. Document total
- B. Item code
- C. Item quantity
- D. Posting date

Answer: A,D

NEW QUESTION # 19

While reviewing open transactions in a vendor account balance, the accountant notices an outgoing payment the company paid in advance and two A/P invoices that relate to this payment.

Which action should be taken in order to connect the two invoices with the payment?

- A. Internal reconciliation for the bank account
- B. External reconciliation for the vendor master data record
- **C. Internal reconciliation for the vendor master data record**
- D. External reconciliation for the bank account

Answer: C

NEW QUESTION # 20

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

Answer: B

NEW QUESTION # 21

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