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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 GL 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.

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SAP Certified Associate - SAP Business One Sample Questions (Q55-Q60):

NEW QUESTION # 55

You sell a case of several hardware tools as a kit. Often when selling the kit, one or more tools are replaced with other items from inventory. Which type of bill of materials would you create for the kit to support this process?

- A. Template
- **B. Sales**
- C. Assembly

Answer: B

NEW QUESTION # 56

You are creating a manual journal entry.

What determines the sub-period to which the transaction will be registered?

- **A. The posting date**
- B. The document date
- C. The fiscal year start date
- D. The period indicator

Answer: A

NEW QUESTION # 57

Which document triggers the reduction of an asset master data's Net Book Value to zero?

- A. A/R invoice
- B. A/P invoice
- C. Goods issue
- **D. Inventory Revaluation**

Answer: D

NEW QUESTION # 58

You have a business partner that is both a customer and a vendor.

Where can you easily check the consolidated total debt of the customer and the connected vendor?

- A. In the Account Balance window of the customer
- B. In the General Ledger report for the customer
- **C. In the Customer Receivable Aging report**

Answer: C

NEW QUESTION # 59

A restaurant supply store wants to set up discounts for one of its best customers. The customer should receive a 2% discount on cookware, and should also receive a free apron for every 3 aprons they buy.

How can you set up these discounts?

- A. Create a specific blanket agreement.
- B. Define a new price list with a factor of 2.
- **C. Use the special prices for business partners.**

- Answer: C**

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