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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.

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SAP Certified Associate - SAP Business One Sample Questions (Q40-Q45):

NEW QUESTION # 40

You resell office supplies. You want to buy pens in boxes of 20 units and sell each pen separately. What should you define in the system to enable this process?

- A. Define an order multiple of 20 for the pen in the item master data.
- B. Define the pen as a sales item and the box of pens as a purchase item.
- C. Define a factor of 20 for the box of pens in the item master data.
- D. Define a purchase unit of measure for the box of pens and a sales unit of measure for a single pen.

Answer: D

NEW QUESTION # 41

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

Answer: A

NEW QUESTION # 42

You create a manual journal entry to record a foreign bank transfer, and CANNOT enter an amount in foreign currency for the bank account row. What definition must be modified?

- A. The bank account currency must be set to all currencies.
- B. The company's system currency must be set to the local currency.
- C. The journal entry settings must be set to allow multiple currency transactions.
- D. The currency of the Business Partner must be set to the account currency.

Answer: A

NEW QUESTION # 43

In the customer's business process, the sales manager needs to be informed of any discount over 5%. Any discount over 10% requires sign-off by a Vice President (VP).

How can you set this up?

- A. Set up a user alert with a query for the two conditions, and specify the sales manager and the VP as recipients.
- B. Define an approval process with two conditions (5% and 10%) and include the sales manager and the VP as approvers.
- C. Set up a standard alert for the sales manager and define an approval process for the VP sign-off

- D. Define an approval process with two stages, one for the sales manager and one for the VP

Answer: B

NEW QUESTION # 44

What is a requirement for a profit and loss account?

- A. It must be located in the first three drawers of the chart of accounts.
- B. It must be set as a cash account.
- C. The balance has to be cleared at the end of each fiscal year.
- D. The balance has to be carried forward from one fiscal year to the next fiscal year.

Answer: C

NEW QUESTION # 45

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