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SAP C_TB120_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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.

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

NEW QUESTION # 40

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 Customer Receivable Aging report
- C. In the General Ledger report for the customer

Answer: B

NEW QUESTION # 41

You have just posted an A/R invoice based on a delivery.

What is the effect on accounting? Note: There are 2 correct answers to this question.

- A. A debit to customer account
- B. A credit to sales revenue account
- C. A debit to a sales revenue account
- D. A credit to cost of goods sold account

Answer: A,B

NEW QUESTION # 42

Which transaction would cause an increase to the balance of a revenue account?

- A. Incoming payment
- B. A/R invoice
- C. A/R credit memo
- D. Capitalization

Answer: B

NEW QUESTION # 43

You created sales quotations for three leads. One of the quotations was accepted with the condition that delivery be made today.

What action do you need to take before you can create a delivery document for this sales quotation?

- A. Perform an availability check.
- B. Copy the sales quotation to a sales order.
- C. Convert the lead to a customer.
- D. Change the status of the sales quotation.

Answer: C

NEW QUESTION # 44

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

Answer: D

NEW QUESTION # 45

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