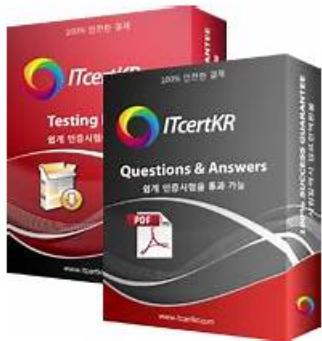


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SAP C_TB120_2504 Exam Syllabus Topics:

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.
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SAP Certified Associate - SAP Business One Sample Questions (Q14-Q19):

NEW QUESTION # 14

The user wants to automatically create and send a PDF by email when adding a sales quotation. Where can you set up the option to do this? Note: There are 2 correct answers to this question.

- A. In the general settings
- B. In the print preferences
- C. In the user defaults
- D. In the company details

Answer: B,C

NEW QUESTION # 15

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

Answer: A

NEW QUESTION # 16

Your company manufactures electronic devices.

How would you define a technician employee and a calibration machine in order to plan capacity in the production process?

- A. A technician employee is a resource that impacts product quality, and a calibration machine is a resource used solely for quality control.
- B. A technician employee is a resource with fixed working hours, and a calibration machine is a resource that requires periodic maintenance.
- C. A technician employee is an overhead cost, and a calibration machine is considered a tool in the production process.
- D. A technician employee is a resource with a variable capacity based on skills and experience, and a calibration machine is a resource with a fixed capacity based on its calibration frequency.

Answer: D

NEW QUESTION # 17

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

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

Answer: B,C

NEW QUESTION # 18

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

Answer: B

NEW QUESTION # 19

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