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SAP CERTIFICATION

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### SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>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.</li> </ul>

## SAP Certified Associate - SAP Business One Sample Questions (Q58-Q63):

### NEW QUESTION # 58

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

**Answer: A**

### NEW QUESTION # 59

Which of the following documents increases the in-stock level of an item? Note: There are 3 correct answers to this question.

- A. Return
- B. Goods Receipt
- C. Goods Return
- D. Goods Receipt PO
- E. Reserve Invoice

**Answer: A,B,D**

### NEW QUESTION # 60

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

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

**Answer: A**

### NEW QUESTION # 61

A company uses perpetual inventory and produces items in-house that are controlled by the standard cost valuation method. The standard cost value is set to 20. During the past month, the actual cost to produce this item increased to 25 due to labor costs. What is the effect on accounting and inventory each time this item is produced? Note: There are 2 correct answers to this question.

- A. A cost of 20 is posted to the stock account.
- B. The cost of goods sold for the item will be set at 25.
- C. The cost of 25 is posted to the stock account.
- D. The cost difference 5 is posted to a variance account.

**Answer: B,D**

### NEW QUESTION # 62

Which documents can you copy to a Return Request document? Note: There are 2 correct answers to this question.

- A. Return
- B. Delivery
- C. A/R Credit Memo
- D. A/R Invoice

**Answer: B,D**

### NEW QUESTION # 63

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## Question

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