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SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

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"> • 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 (Q78-Q83):

NEW QUESTION # 78

A company wants to track the sales performance of items by different market segments. Examples of these segments include sales to youths, seniors, professionals, and amateurs. These market segments sometimes overlap.

Which functionality can help the company track sales performance of items for overlapping market segments?

- A. Item Properties
- B. Customer Groups
- C. Customer Type
- D. Item Groups

Answer: A

NEW QUESTION # 79

There are three parts to this bin location code: M02-A14-502

What does each part represent?

- A. M02 represents the floor, A14 represents the section, and 502 represents the bin position.
- B. M02 represents the storage type, A14 represents the inventory category, and 502 represents the product code.
- C. M02 represents the row, A14 represents the section, and 502 represents the shelf.
- D. M02 represents the warehouse, A14 represents the aisle, and 502 represents the specific shelf number.

Answer: C

NEW QUESTION # 80

You have just added a Purchase Order for 50 notebooks.

What is the effect of adding this Purchase Order?

- A. The inventory of notebooks decreases by 50.
- B. The sales revenue increases immediately by the value of 50 notebooks.
- C. The system records a commitment to purchase 50 notebooks, increasing pending orders.

- D. The purchase order is automatically fulfilled and removed from the system.

Answer: C

NEW QUESTION # 81

What tool should a support consultant use to transfer a customer database to SAP support?

- **A. Remote Support Platform**
- B. Support Launchpad
- C. System Landscape Directory
- D. System Data Maintenance

Answer: A

NEW QUESTION # 82

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

Answer: A

NEW QUESTION # 83

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