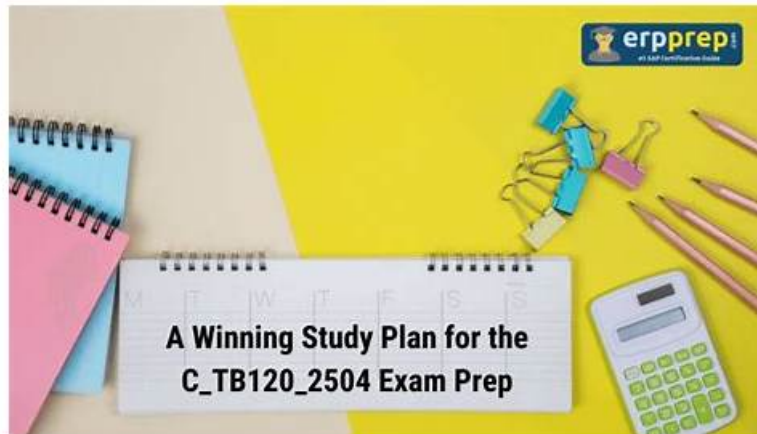


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SAP C-TB120-2504 Exam Syllabus Topics:

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 (Q73-Q78):

NEW QUESTION # 73

The warehouse manager would like to accept deliveries in a designated area where initial inspection is made before allocating the goods to their storage bin location.

What should be defined to implement this procedure in the system?

- A. A drop ship warehouse
- B. A default and enforced bin location
- C. A receiving bin location

Answer: C

NEW QUESTION # 74

What payment means can be used for outgoing payments in the Payment Wizard? Note: There are 2 correct answers to this question.

- A. Checks
- B. Credit card
- C. Bank transfer
- D. Cash

Answer: A,C

NEW QUESTION # 75

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

Answer: D

NEW QUESTION # 76

A company manufactures electronic parts. They want to begin individually tracking the items at the point when they leave the warehouse and the point that they are delivered to a customer.

What settings are required on the item master record? Note: There are 2 correct answers to this question.

- A. Management Method: On Every Transaction
- B. Manage Item by: Serial Numbers

- Answer: A,B**

Which CRM object is designed to give you visibility into your sales pipeline?

- A. Customer 360
- B. Activity
- C. Campaign
- D. Opportunity

NEW QUESTION # 78

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