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

Topic	Details

Topic 1	<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 2	<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 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 (Q24-Q29):

### NEW QUESTION # 24

An accountant needs to record a household payment on a monthly basis. Every month, the payment amount as well as the petty cash and the expense accounts are the same in the journal entry.

What is the best practice to achieve this?

- A. Use journal vouchers.
- B. Use recurring invoices.
- C. Use posting templates.
- D. Use recurring postings.

Answer: D

### NEW QUESTION # 25

A sales representative should be able to inform a customer before adding a sales order, if the order exceeds their credit limit.

Additionally, the sales manager wants to be notified when a credit limit has been exceeded.

How can you implement this? Note: There are 2 correct answers to this question.

- A. Define a user alert with a query to check the sales order value against the credit limit.
- B. Enable credit limit restrictions on sales orders in the general settings.
- C. Set up an approval process for credit deviation with the sales manager as the approver.
- D. Activate the credit deviation alert with the sales manager as the recipient.

Answer: A,C

### NEW QUESTION # 26

What type of analytical object is the Customer 360?

- A. SAP HANA app
- B. Pervasive Dashboard
- C. KPI
- D. Advanced Dashboard

Answer: D

### NEW QUESTION # 27

You manufacture olive oil. You want to track the expiration date for the bottles of oil that you produce. What is the best way to enable this?

- A. Use production bill of materials.
- B. Use receiving bin locations
- C. Use serial numbers.
- **D. Use batch numbers.**

**Answer: D**

### NEW QUESTION # 28

You have set up advanced availability-to-promise (ATP) in a company with three item groups. The first item group does NOT need an automatic ATP check. The second item group requires an ATP check and CANNOT be split into multiple deliveries. The third item group requires an ATP check but can have multiple deliveries.

What action is needed to configure this requirement?

- A. Set the appropriate order multiple and order interval in each item group.
- B. Use a different row type in the sales order for each item group.
- **C. Create a checking rule to assign to each item group.**

**Answer: C**

### NEW QUESTION # 29

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