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## SAP C\_TB120\_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>Implementation:</b> 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>• <b>Financials:</b> 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</li><li>• <b>L account defaults, chart of accounts, currencies, and posting periods.</b> They also demonstrate competence in performing common financial and banking operations. This domain contributes about 30% to the exam.</li></ul>

Topic 3	<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>
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## SAP Certified Associate - SAP Business One Sample Questions (Q67-Q72):

### NEW QUESTION # 67

Which valuation method calculates item cost by dividing the total inventory on-hand by the quantity in stock?

- A. FIFO
- B. Moving average
- C. Serial/Batch valuation
- D. Standard cost valuation

**Answer: B**

### NEW QUESTION # 68

You want the system to automatically split the amounts posted to the printing expense account between the sales and the support departments. Which definition should you link to the printing expense account?

- A. A distribution rule allocated to both departments
- B. A distribution rule for each department
- C. A manual distribution rule with a direct allocation

**Answer: A**

### NEW QUESTION # 69

The sales price list is based on the purchase price list with a factor of 1.5. A range of items in the sales price list were repriced using the Prices Update Wizard. Later, when the purchase price for one of these items changed, the item's price in the sales price list was NOT updated according to the factor.

What could be the reason?

- A. The item has a special discount.
- B. The price of the item in the sales price list is set to manual.
- C. The item belongs to a discount group.
- D. The item's purchase price was reduced rather than increased.

**Answer: B**

### NEW QUESTION # 70

A service representative creates a service call at midnight for a customer with a contract. The contract's service level agreement specifies a resolution time of 8 hours. The service call shows a resolution deadline of noon.

Why is the deadline further out than 8 hours?

- A. The time period for resolution begins once a technician is assigned.
- B. The response time from the contract is added to the resolution time.
- C. The equipment card contains a different resolution time.
- D. Resolution time calculation is affected by the hours of coverage listed in the contract.

Answer: A

### NEW QUESTION # 71

Which two fields are examples of dimensions used in semantic layer views? Note: There are 2 correct answers to this question.

- A. Posting date
- B. Item quantity
- C. Item code
- D. Document total

Answer: A,D

### NEW QUESTION # 72

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