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SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
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Topic 1	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.
Topic 2	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	- 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.

SAP Certified Associate - SAP Business One Sample Questions (Q69-Q74):

NEW QUESTION # 69

What settings on the Company Details window are irreversible after a posting has occurred? Note: There are 2 correct answers to this question.

- A. Use perpetual inventory
- B. Item groups valuation method
- C. Local currency
- D. Enable advanced G/L account determination

Answer: A,C

NEW QUESTION # 70

You created sales quotations for three leads. One of the quotations was accepted with the condition that delivery be made today. What action do you need to take before you can create a delivery document for this sales quotation?

- A. Change the status of the sales quotation.
- B. Perform an availability check.
- C. Convert the lead to a customer.
- D. Copy the sales quotation to a sales order.

Answer: C

NEW QUESTION # 71

You have a business partner that is both a customer and a vendor. Where can you easily check the consolidated total debt of the customer and the connected vendor?

- A. In the Customer Receivable Aging report
- B. In the General Ledger report for the customer
- C. In the Account Balance window of the customer

Answer: A

NEW QUESTION # 72

Which of these tasks are performed for the cutover period (just before go-live) in a well-run implementation project? Note: There

are 2 correct answers to this question.

- A. Perform a stock count.
- **B. Migrate legacy data.**
- **C. Conduct system testing**
- D. Freeze the legacy system.

Answer: B,C

NEW QUESTION # 73

In a perpetual inventory system, what is the effect of posting an A/P Invoice that is copied from a Goods Receipt PO (GRPO)?

Note: There are 2 correct answers to this question.

- A. Stock value increases.
- B. Journal entry reduces cash account.
- **C. Allocation account from GRRPO clears.**
- **D. Vendor's balance increases.**

Answer: C,D

NEW QUESTION # 74

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