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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 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 2	<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.
Topic 3	<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.

>> C-TB120-2504 Exam Material <<

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SAP Certified Associate - SAP Business One Sample Questions (Q62-Q67):

NEW QUESTION # 62

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. Conduct system testing**
- C. Freeze the legacy system.
- **D. Migrate legacy data.**

Answer: B,D

NEW QUESTION # 63

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

Answer: B,D

NEW QUESTION # 64

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

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

Answer: D

NEW QUESTION # 65

A company uses the advanced G/L account determination solution. The company defined five rules for special business scenarios for selling items to different countries.

Which accounts does the system use for all other business scenarios to assign accounts to journal entries?

- A. The accounts defined in the item master data
- B. The accounts defined in the warehouse
- C. The accounts defined in the item group
- **D. The accounts defined in the G/L determination window**

Answer: D

NEW QUESTION # 66

Your customer wants to calculate the amount of paper wrap needed for an item, based on the volume of the item. This amount should be available in the delivery document.

You recommend adding a user-defined field with user-defined values.

How should the UDF/UDV be implemented?

- A. In the document header plus a query triggered by selection of the item code and customer code.
- B. In the document header with a query triggered by selection of the volume and item code.
- C. In the document row with a query triggered by selection of the item code and customer code.
- **D. In the document row plus a query triggered by selection of the volume and item code.**

