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SAP C_TB120_2504 Exam Syllabus Topics:

Topic	Details
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.
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SAP Certified Associate - SAP Business One Sample Questions (Q78-Q83):

NEW QUESTION # 78

An option to exclude discount groups for pricing is available in which two objects? Note: There are 2 correct answers to this question.

- A. Pricelist
- B. Item Master
- C. Marketing Document
- D. Business Partner Master

Answer: B,D

NEW QUESTION # 79

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

Answer: C,D

NEW QUESTION # 80

Which documents can you copy to a Return Request document? Note: There are 2 correct answers to this question.

- A. Return
- B. A/R Credit Memo
- C. A/R Invoice
- D. Delivery

Answer: C,D

NEW QUESTION # 81

One of your largest customers is assigned to the Retail Price List. You have just negotiated quantity discounts for this customer for certain items based on the Distributor Price List prices. These additional discounts should apply too this only this customer. Which is the best option for pricing to support this scenario?

- A. Add entries to the Period and Volume Discounts for the Distributor Price List.
- B. Reassign the customer to the Distributor Price List.
- C. Create a discount group for this customer alone.

- Answer: B**

Which transaction would cause an increase to the balance of a revenue account?

- Answer: A**

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