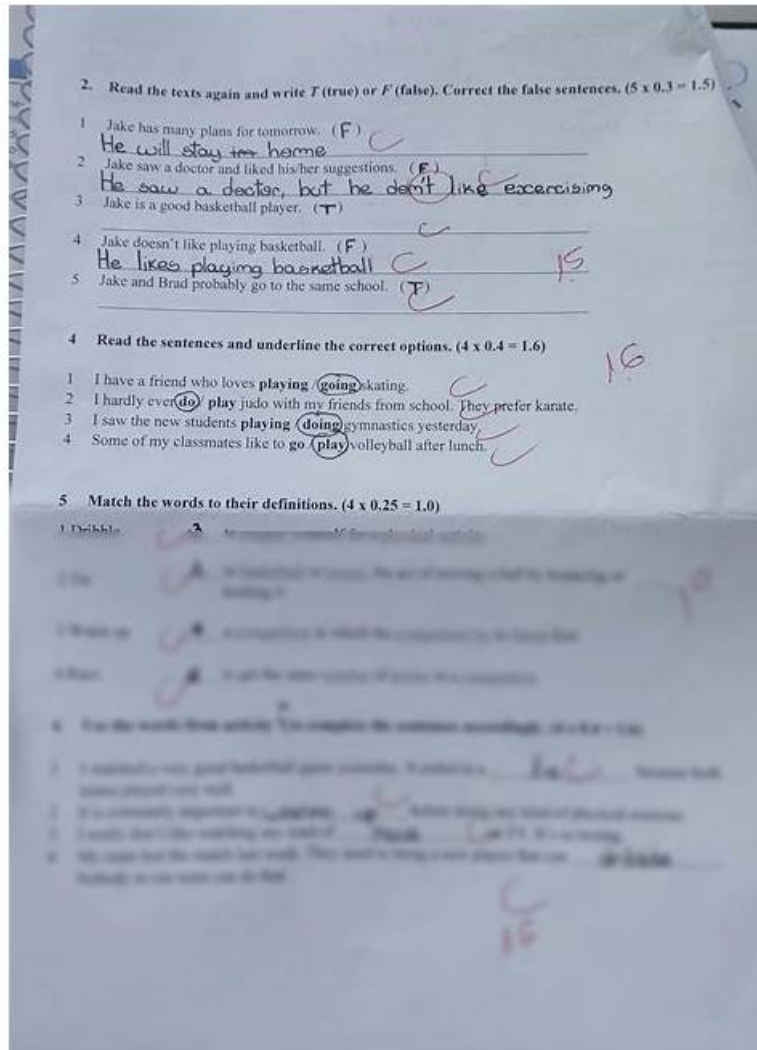


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## SAP Certified Associate - SAP Business One Sample Questions (Q18-Q23):

### NEW QUESTION # 18

A manager would like to measure compliance for on-time delivery at a glance.

When the percentage is too low, the manager would like to drill down to view real-time statistics for deliveries, returns, and average time for order fulfillment.

What would you recommend?

- A. A pervasive dashboard with actions to open additional pervasive dashboards
- **B. A key performance indicator with an action to open an advanced dashboard**
- C. An advanced dashboard in his cockpit

**Answer: B**

### NEW QUESTION # 19

While reviewing open transactions in a vendor account balance, the accountant notices an outgoing payment the company paid in advance and two A/P invoices that relate to this payment.

Which action should be taken in order to connect the two invoices with the payment?

- A. Internal reconciliation for the bank account
- B. External reconciliation for the vendor master data record
- **C. Internal reconciliation for the vendor master data record**
- D. External reconciliation for the bank account

**Answer: C**

### NEW QUESTION # 20

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. Set up Special Prices for Business Partners for this customer.
- **C. Reassign the customer to the Distributor Price List.**
- D. Create a discount group for this customer alone.

**Answer: C**

### NEW QUESTION # 21

What condition must be fulfilled before the system recommends issuing a level 2 dunning letter?

- A. The dunning level of a customer is 2 or higher.
- B. Interest should be defined in the dunning terms.
- C. The open debt exceeds the customer's credit limit.
- **D. A level 1 letter has already been issued.**

**Answer: D**

### NEW QUESTION # 22

A restaurant supply store wants to set up discounts for one of its best customers. The customer should receive a 2% discount on cookware, and should also receive a free apron for every 3 aprons they buy.

How can you set up these discounts?

- A. Create a specific blanket agreement.
- B. Create a discount group.
- C. Define a new price list with a factor of 2.
- D. Use the special prices for business partners.

**Answer: D**

### NEW QUESTION # 23

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