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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 (Q62-Q67):

NEW QUESTION # 62

Data ownership is used in a company and the "business partner and document method is selected. A sales employee adds a sales quotation for a business partner.

How will the system apply data ownership rules if there is NOT an owner in the business partner master data?

- A. Based on the document owner
- B. Based on the sales employee's authorizations
- C. Based on the business partner contact
- D. Based on the company relationship

Answer: A

NEW QUESTION # 63

You post a goods receipt PO (GRPO). There is NO purchase order to reference.

How will the GRPO affect inventory levels? Note: There are 2 correct answers to this question.

- A. Increases the quantity available to promise.
- B. Decreases the ordered quantity.
- C. Increases the committed quantity.
- D. Increases the in-stock quantity.

Answer: A,D

NEW QUESTION # 64

A company manufactures electronic parts. They want to begin individually tracking the items at the point when they leave the warehouse and the point that they are delivered to a customer.

What settings are required on the item master record? Note: There are 2 correct answers to this question.

- A. Management Method: On Release Only
- B. Management Method: On Every Transaction
- C. Manage Item by: Batches
- D. Manage Item by: Serial Numbers

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

Answer: A

NEW QUESTION # 66

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. Use the special prices for business partners.**
- C. Create a discount group.
- D. Define a new price list with a factor of 2.

Answer: B

NEW QUESTION # 67

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