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SAP C_TB120_2504 Exam Syllabus Topics:

Topic	Details
Topic 1	- 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	• 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	• 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.

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SAP Certified Associate - SAP Business One Sample Questions (Q21-Q26):

NEW QUESTION # 21

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

Answer: A,C

NEW QUESTION # 22

Your customer offers promotion codes to certain customers. You define a user-defined table to hold the promotion code information.

The marketing director needs to maintain and update the table using an easy to find menu in the system.

What do you recommend?

- A. User-defined Field
- **B. User-defined Object**
- C. User-defined Values

Answer: B

NEW QUESTION # 23

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

- **A. Opportunity**
- B. Activity

- C. Customer 360
- D. Campaign

Answer: A

NEW QUESTION # 24

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

Answer: A

NEW QUESTION # 25

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

- **A. A/R invoice**
- B. A/R credit memo
- C. Capitalization
- D. Incoming payment

Answer: A

NEW QUESTION # 26

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