

# SAP C\_TB120\_2504 Latest Braindumps Sheet - C\_TB120\_2504 Exam Question



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The SAP C\_TB120\_2504 certification examination is an essential component of professional development, and passing this SAP C\_TB120\_2504 test can increase career options and a rise in salary. Nonetheless, getting ready for the SAP Certified Associate - SAP Business One (C\_TB120\_2504) exam may be difficult, and many working professionals have trouble locating the SAP C\_TB120\_2504 practice questions they need to succeed in this endeavor.

## SAP C\_TB120\_2504 Exam Syllabus Topics:

| Topic   | Details                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1 | <ul style="list-style-type: none"><li>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.</li></ul>                                                                                                                      |
| Topic 2 | <ul style="list-style-type: none"><li>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.</li></ul> |
| Topic 3 | <ul style="list-style-type: none"><li>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</li><li>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.</li></ul>                                      |

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### SAP Certified Associate - SAP Business One Sample Questions (Q13-Q18):

#### NEW QUESTION # 13

You created sales quotations for three leads. One of the quotations was accepted with the condition that delivery be made today. What action do you need to take before you can create a delivery document for this sales quotation?

- A. Copy the sales quotation to a sales order.
- B. Perform an availability check.
- C. Convert the lead to a customer.
- D. Change the status of the sales quotation.

**Answer: C**

#### NEW QUESTION # 14

A service representative creates a service call at midnight for a customer with a contract. The contract's service level agreement specifies a resolution time of 8 hours. The service call shows a resolution deadline of noon. Why is the deadline further out than 8 hours?

- A. The time period for resolution begins once a technician is assigned.
- B. Resolution time calculation is affected by the hours of coverage listed in the contract.
- C. The equipment card contains a different resolution time.
- D. The response time from the contract is added to the resolution time.

**Answer: A**

#### NEW QUESTION # 15

Which two fields are examples of dimensions used in semantic layer views? Note: There are 2 correct answers to this question.

- A. Document total
- B. Item quantity
- C. Item code
- D. Posting date

**Answer: A,D**

#### NEW QUESTION # 16

You are browsing documents and encounter a document with the status Draft for Document Update [Pending]. What does this mean in the context of an approval process?

- A. Originator has made a change to a document and document now meets criteria for an approval
- B. Document was approved but has not yet been saved by the originator.
- C. A document with status Draft for Document Update was approved and can now be added by the originator.
- D. Document in approval process was canceled by the originator and now cannot be added or updated.

**Answer: A**

### NEW QUESTION # 17

The sales price list is based on the purchase price list with a factor of 1.5. A range of items in the sales price list were repriced using the Prices Update Wizard. Later, when the purchase price for one of these items changed, the item's price in the sales price list was NOT updated according to the factor.

What could be the reason?

- A. The item belongs to a discount group.
- B. The item has a special discount.
- C. The price of the item in the sales price list is set to manual.
- D. The item's purchase price was reduced rather than increased.

**Answer: C**

### NEW QUESTION # 18

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