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SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 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 (Q15-Q20):

NEW QUESTION # 15

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

Answer: A

NEW QUESTION # 16

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

Answer: A,C

NEW QUESTION # 17

What is a requirement for a profit and loss account?

- A. The balance has to be cleared at the end of each fiscal year.
- B. It must be set as a cash account.
- C. It must be located in the first three drawers of the chart of accounts.
- D. The balance has to be carried forward from one fiscal year to the next fiscal year.

Answer: A

NEW QUESTION # 18

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 company relationship
- D. Based on the business partner contact

Answer: A

NEW QUESTION # 19

The accountant wants to see a breakdown of customers' balances by country in the financial reports. How can this be set up and which report should be used?

- A. Set up a customer group for each country, and use the balance sheet report to display the breakdown by country.
- **B. Set up an accounts receivable control account for each country, and use the balance sheet report.**
- C. Set up an accounts receivable control account for each country and use the profit and loss report.
- D. Set up a customer group for each country, and use the profit and loss report to display the breakdown by country.

Answer: B

NEW QUESTION # 20

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