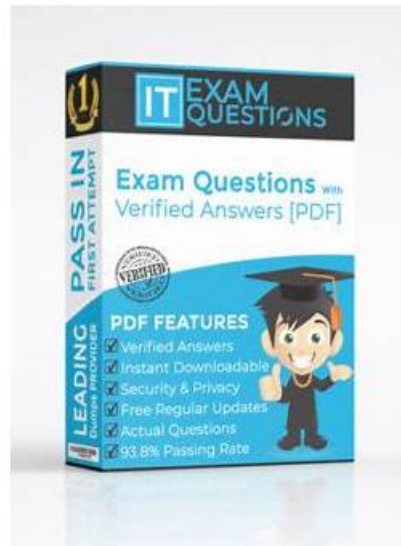


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SAP Certified Associate - SAP Business One Sample Questions (Q44-Q49):

NEW QUESTION # 44

A company wants to track the performance of the caterers who they use for special events. They use a service contract with each caterer for the delivery of food at these events. Each caterer is set up as a vendor and one item master is used for the service. An invoice is used to pay for each event.

After each event they want to record the freshness, presentation, and quality and provide a report on each event in the purchasing manager's dashboard. You have decided to add a user-defined field for each metric.

Where would you add the user-defined fields?

- A. Item master data
- B. Vendor master data
- C. A/P invoice
- **D. Service contract**

Answer: D

NEW QUESTION # 45

What are two activities performed during the realization phase of a well-run SAP Business One implementation project? Note: There are 2 correct answers to this question.

- **A. Manage organizational change.**
- B. Perform a fit/gap analysis.
- C. Assess business needs.
- **D. Configure and test the system.**

Answer: A,D

NEW QUESTION # 46

What does the system create automatically when you add a new cost center?

- A. Dimension
- **B. Distribution rule**
- C. Sort Code
- D. OG/L account

Answer: B

NEW QUESTION # 47

A sales representative should be able to inform a customer before adding a sales order, if the order exceeds their credit limit.

Additionally, the sales manager wants to be notified when a credit limit has been exceeded.

How can you implement this? Note: There are 2 correct answers to this question.

- **A. Define a user alert with a query to check the sales order value against the credit limit.**
- B. Enable credit limit restrictions on sales orders in the general settings.
- **C. Set up an approval process for credit deviation with the sales manager as the approver.**
- D. Activate the credit deviation alert with the sales manager as the recipient.

Answer: A,C

NEW QUESTION # 48

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

Answer: D

NEW QUESTION # 49

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