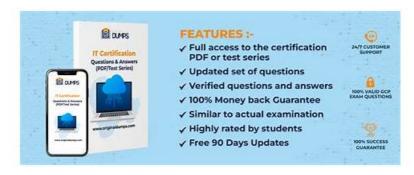
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## SAP C-TB120-2504 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul> <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>
Topic 2	<ul> <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 3	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.

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# SAP Certified Associate - SAP Business One Sample Questions (Q20-Q25):

#### **NEW QUESTION #20**

A new intern started to work in the office and the intern's manager would like to review any manual journal entry the intern creates before it is posted to the journal entries file.

What feature supports this procedure?

- A. Journal Templates
- B. Journal Vouchers
- C. Approval Process
- D. Document Drafts

Answer: B

#### **NEW OUESTION #21**

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

- A. Activity
- B. Campaign
- C. Opportunity
- D. Customer 360

Answer: C

#### **NEW QUESTION #22**

Your customer wants to calculate the amount of paper wrap needed for an item, based on the volume of the item. This amount should be available in the delivery document.

You recommend adding a user-defined field with user-defined values.

How should the UDF/UDV be implemented?

- A. In the document row plus a query triggered by selection of the volume and item code.
- B. In the document header with a query triggered by selection of the volume and item code.
- C. In the document row with a query triggered by selection of the item code and customer code.
- D. In the document header plus a query triggered by selection of the item code and customer code.

Answer: A

### NEW QUESTION # 23

You manufacture olive oil You want to track the expiration date for the bottles of oil that you produce. What is the best way to enable this?

- A. Use batch numbers.
- B. Use serial numbers.
- C. Use receiving bin locations
- D. Use production bill of materials.

Answer: A

#### **NEW QUESTION #24**

Your company manufactures electronic devices.

How would you define a technician employee and a calibration machine in order to plan capacity in the production process?

 A. A technician employee is a resource with fixed working hours, and a calibration machine is a resource that requires periodic maintenance.

- B. A technician employee is a resource with a variable capacity based on skills and experience, and a calibration machine is a resource with a fixed capacity based on its calibration frequency.
- C. A technician employee is an overhead cost, and a calibration machine is considered a tool in the production process.
- D. A technician employee is a resource that impacts product quality, and a calibration machine is a resource used solely for quality control.

Answer: B

#### **NEW QUESTION #25**

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