



Exam Dumps 360

Exam Code: C_TB120_2504

Exam Name | SAP Certified Associate - SAP Business One

Total No. of Questions: 80

Passing Percentage: 65%

Exam Duration: 180 Minutes.

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Question 1

Which marketing document is required in the purchasing process?

- A. Outgoing Payment
- B. A/P Invoice
- C. Goods Receipt PO
- D. Purchase Order

Answer B

Question 2

A company wants to track the sales performance of items by different market segments. Examples of these segments include sales to youths, seniors, professionals, and amateurs. These market segments sometimes overlap.

Which functionality can help the company track sales performance of items for overlapping market segments?

- A. Item Groups
- B. Item Properties
- C. Customer Type
- D. Customer Groups

Answer B

Question 3

You post a goods receipt PO (GRPO). There is NO purchase order to reference.

How will the GRPO affect inventory levels? Note: There are 2 correct answers to this question.

- A. Decreases the ordered quantity.
- B. Increases the committed quantity.
- C. Increases the in-stock quantity.
- D. Increases the quantity available to promise.

Answer C D





Question 4

A company uses the advanced G/L account determination solution. The company defined five rules for special business scenarios for selling items to different countries.

Which accounts does the system use for all other business scenarios to assign accounts to journal entries?

- A. The accounts defined in the warehouse
- B. The accounts defined in the item master data
- C. The accounts defined in the G/L determination window
- D. The accounts defined in the item group

Answer C

Question 5

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

Answer C D