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Exam : **C-TB1200-93**

Title : SAP Certified Application
Associate - SAP Business One
Release 9.3

Vendor : SAP

Version : DEMO

NO.1 The company does NOT want to use the Payment Wizard and asks you to remove the functionality completely from all forms.

How do you do this?

- A. Using the form settings, hide the Payment Wizard menu
- B. In the general settings, hide the Payment Wizard function
- C. Remove authorization to the Payment Wizard in general authorizations
- D. Using a UI configuration template hide the Payment Wizard function

Answer: B

NO.2 You sell a case of several hardware tools as a kit. Often when selling the kit, one or more tools are replaced with other items from inventory. Which type of bill of materials would you create for the kit to support this process?

- A. Template
- B. Assembly
- C. Sales

Answer: A

NO.3 You resell office supplies. You want to buy pens in boxes of 20 units and sell each pen separately.

What should you define in the system to enable this process?

- A. Define the pen as a sales item and the box of pens as a purchase item.
- B. Define a purchase unit of measure for the box of pens and a sales unit of measure for a single pen.
- C. Define an order multiple of 20 for the pen in the item master data.
- D. Define a factor of 20 for the box of pens in the item master data.

Answer: B

NO.4 How can we make use of sales Opportunity?

there are 2 correct answers to this question

Response:

- A. Track
- B. Records
- C. Financial reports
- D. Vendor's list
- E. Logistics work

Answer: A,B

NO.5 What information does a partner consultant need to set up the Remote Support Platform for a new customer?

There are 3 correct answers to this question.

Response:

- A. Valid License Validation Service check for the customer's installation of SAP Business One
- B. Address and credentials for the customer's SAP Business One server
- C. Address and credentials for the customer's SMTP server

- D. Partner credentials for the SAP Service Marketplace
- E. Customer's S-User and password for the SAP Service Marketplace

Answer: B,C,E

NO.6 The customer is ready to use the services of the remote support platform for SAP Business One. What is the first step?

Please choose the correct answer.

Response:

- A. Upgrade to the latest patch level.
- B. Submit a support message to SAP.
- C. Access the customer portal.
- D. Send a system status report to SAP.

Answer: D

NO.7 Which tool is recommended for larger companies with many users and it also help in defining complex roles in the organization?

choose the correct answer Response:

- A. AIP implementations
- B. Business Process Master List (BPML)
- C. Data migration list
- D. Partner network

Answer: B

NO.8 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. Configure and test the system
- B. Perform a fit/gap analysis
- C. Manage organizational change
- D. Assess business needs

Answer: A,B

NO.9 Which kind of change is possible in an existing open Delivery?

Please choose the correct answer.

Response:

- A. Changing the quantities in the rows.
- B. Changing the UoM code in the rows.
- C. Changing the document date in the header.
- D. Adding a new row.

Answer: C

NO.10 A user in a store in New York is entering manual entries to the petty cash. The user is entering a payment in Euro that they got from a foreign customer.

The user gets an error message while entering the Euro currency code even though the Euro currency is defined in the system. How can the user overcome the error message?

Please choose the correct answer.

Response:

- A. Change the account type of the petty cash from Expenditure to Other.
- B. Define the account currency of the petty cash account as All Currencies.
- C. Choose the CTRL + TAB keyboard combination after entering the amount.
- D. Add the Euro currency to the account currency definition of the petty cash.

Answer: B

NO.11 You create an inventory transfer request for an item from Warehouse 1 (WH1) to Warehouse 2 (WH2). The transfer request subtracts the item quantity from the available stock in WH1 and adds it to available stock in WH2.

What other changes are made to inventory status of the requested item?

There are 2 correct answers to this question.

Response:

- A. In the issuing warehouse (WH1) the quantity is added to Committed.
- B. In the issuing warehouse (WH1) the quantity is added to Ordered.
- C. In the issuing warehouse (WH1) the quantity is subtracted from In Stock.
- D. In the receiving warehouse (WH2) the quantity is added to Ordered.

Answer: A,D

NO.12 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 Values
- B. User-defined Object
- C. User-defined Field

Answer: B

NO.13 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 production bill of materials
- C. Use receiving bin locations
- D. Use serial numbers

Answer: A

NO.14 Tiny Toys reports the financial statement to the company headquarters once a year. They manage internal controlling at the end of each quarter.

How would you recommend they set the posting periods in SAP Business One?

Please choose the correct answer.

Response:

- A. Define the main posting period as the quarter and the sub-periods as months.
- B. Set the fiscal year to quarters and define the sub-periods as days.
- C. Define the main posting period as the fiscal year and the sub-periods as quarters.
- D. Define the main posting period as quarters with no sub-periods.

Answer: C

NO.15 You are in the project preparation phase of a customer implementation at Ruby Manufacturing. So far everything has gone to plan. Which of these could signal an unexpected project overrun?

Please choose the correct answer.

Response:

- A. You hear a rumor that two new logistics warehouses will be opening in the next month.
- B. The production manager will also act as a functional lead on the project.
- C. There are 15 employees who will need to work with SAP Business One.
- D. The company will run the manufacturing add-on from an SAP partner that was recommended.

Answer: A

NO.16 Which report shows you the income of your business for the fiscal year/ selected period?

Please choose the correct answer.

Response:

- A. Balance sheet
- B. Profit and loss
- C. Trial balance
- D. Cash flow

Answer: B

NO.17 What postings are made when a delivery document is created for an item controlled by the moving average method?

Please choose the correct answer.

Response:

- A. A credit to the inventory account and a debit to the customer account
- B. A credit to the inventory account and a debit to cost of goods sold
- C. A debit to the inventory account and a credit to cost of goods sold
- D. A credit to revenue and a debit to cost of goods sold

Answer: B

NO.18 Item Code AB1234 is controlled by the FIFO valuation method.

When this item is issued out of the warehouse, which layer does the system choose first?

- A. The layer with the smallest quantity
- B. The layer with the lowest cost
- C. The oldest available layer
- D. The layer selected by a user

Answer: C