SAP EDUCATION

SAMPLE QUESTIONS: C_TB1200_90

SAP Certified Application Associate - SAP Business One 9.0

Disclaimer: These sample questions are for self-evaluation purposes only and do not appear on the actual certification exams. Answering the sample questions correctly is no guarantee that you will pass the certification exam. The certification exam covers a much broader spectrum of topics, so do make sure you have familiarized yourself with all topics listed in the exam competency areas before taking the certification exam.

Questions

1. Which kind of change is possible in an existing open Delivery?

Please choose the correct answer.

a)	O	Changing the document date in the header.
b)	O	Changing the quantities in the rows.
c)	O	Adding a new row.
d)	O	Changing the UoM code in the rows.

2. A procurement manager created 2 separate purchase orders with 5 items for wiring and cable materials. During the goods receipt it was found that an additional item was delivered related to a closed purchase order. What is the most efficient way for warehouse personnel to receive these items into stock?

Please choose the correct answer.

a)	O	Copy the 5 items from the purchase orders into a goods receipt PO, and use the inventory goods receipt to receive the sixth item.
b)	O	Copy the 5 items from the purchase orders into a goods receipt PO and add an additional row in the goods receipt PO for the sixth item.
c)	O	Create a new purchase order for the sixth item, before referencing all purchase orders in the same goods receipt PO.

d)	O	Create one goods receipt PO for the 5 items from the purchase orders and a second goods receipt PO to receive the sixth item.

3. Company A is using SAP Business One. The company sells tablet computers. One of their prospects has accepted a sales quotation for 10 tablets. After contacting the prospect for finalizing the delivery details it was found that this prospective customer can provide Company A with an offer for new office furniture. Company A is willing to accept this offer.
What option concerning the business partner is most logical for Company A to use when executing both transactions in SAP Business One?

Please choose the correct answer.

a)	O	Use the business partner type 'Lead' to enter the sales order and delivery, and create a business partner with type 'Vendor' to create the purchase order.
b)	O	Enter the sales order as a customer sales order with the vendor business partner number entered in the customer code field.
c)	O	Create a business partner with type 'Customer' then enter the sales order, and then change the business partner type to 'Vendor' in order to create the purchase order.
d)	O	Create a business partner with type 'Customer', enter the sales order, and then create a business partner with type 'Vendor' to enter the purchase order.

4. Which report shows the earnings of the business for a selected period?

Please choose the correct answer.

a)	O	Cash Flow
b)	O	Trial Balance
c)	O	Balance Sheet
d)	O	Profit and Loss

5. A user runs the payment wizard. Unexpectedly, not all of the open A/ P invoices to pay are presented in the recommendation step,

What can be the reasons for that?

Note: There are 2 correct answers to this question.

a)	O	The A/P invoice is not in the date range that the user selected.
b)	O	The user did not choose the appropriate payment method in the Payment Wizard selection criteria.
c)	O	The user entered a number of tolerance days in the wizard parameters.
d)	O	The vendor's payment terms are cash basic.

6. A company has defined the posting periods as Quarters. How often should they run the period-end closing utility?

Please choose the correct answer.

a)	O	They are required to run the period-end closing utility both at the beginning of each quarter and at the end of the fiscal year.
b)	O	The period end closing utility can be run only yearly.
c)	O	Because they defined their sub-periods as quarters, the system requires them to run the period-end closing utility at the end of each quarter.
d)	O	Depending on their financial processes, they should run the period-end closing utility at the end of the fiscal year and optionally can run it at the end of each quarter.

7. What can be copied from one user to another?

Note: There are 2 correct answers to this question.

| a) | O | General authorizations |
| b) | O | Form settings |

c)	O	Data ownership authorizations
d)	O	Report categories

8. A company uses the services of an external organization for marketing and lead generation services on a range of products. The company wants the external organization to use the features of SAP Business One, so that lead information is accessible to the company's sales staff. What training is most suitable for the staff at the external organization?

Please choose the correct answer.

a)	O	Sales opportunities, sales orders, campaign generation wizard, blanket agreement
b)	O	Campaign generation wizard, target groups, activities, lead master data
c)	O	Sales quotations, sales opportunities, activities, campaign generation wizard
d)	O	Blanket agreement, campaign generation wizard, target groups, lead master data

9. A company wants to use separate blocks of numbers for purchase orders. A block of numbers should be allocated to each of the five buyers. How can the consultant implement this requirement in SAP Business One?

Please choose the correct answer.

a)	O	Create employee master data for the buyers. Define the blocks of numbers as user defaults and link them to the user accounts for the buyers.
b)	O	Define a separate document numbering series for each buyer for the purchase order document. Allocate each series to a different group and assign general authorization to each buyer using the group number for the series.
c)	O	Define each block of numbers as a document numbering series for the purchase order document. Link each series to the employee master data record for each buyer, using data ownership authorizations.
d)	O	Specify the blocks of numbers in the document settings for the

		purchase order document. Assign a block of numbers to each buyer using data ownership authorizations.

10. The sales manager wants to be informed whenever a sales document is about to be posted offering more than 18% discount. The sales manager will then determine if the discount volume is appropriate for this customer's order. What is the best way to implement this?

Please choose the correct answer.

a)	O	Use an alert on all sales documents with the predefined condition "Deviation from Discount". The alert will notify the sales manager.
b)	O	Use an approval procedure with the predefined condition "Deviation from Discount". Set the sales manager as the approver.
c)	O	The sales manager can re-open a sales order at any time and change the discount amount if it is not appropriate.
d)	O	Add a query as user-defined values to the discount field in sales documents. The query will check the discount % and notify the sales manager if the discount is over 18 percent.

Solutions

1 a) Correct	**2** a) Incorrect	**3** a) Incorrect	**4** a) Incorrect	**5** a) Correct
1 b) Incorrect	2 b) Correct	3 b) Incorrect	4 b) Incorrect	5 b) Correct
1 c) Incorrect	2 c) Incorrect	3 c) Incorrect	4 c) Incorrect	5 c) Incorrect
1 d) Incorrect	2 d) Incorrect	3 d) Correct	4 d) Correct	5 d) Incorrect

6 a) Incorrect	**7** a) Correct	**8** a) Incorrect	**9** a) Incorrect	**10** a) Incorrect
6 b) Incorrect	7 b) Correct	8 b) Correct	9 b) Correct	10 b) Correct
6 c) Incorrect	7 c) Incorrect	8 c) Incorrect	9 c) Incorrect	10 c) Incorrect
6 d) Correct	7 d) Incorrect	8 d) Incorrect	9 d) Incorrect	10 d) Incorrect

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