

SAP

Exam C_TB1200_90

SAP Certified Application Associate – SAP Business One 9.0

Version: 5.0

[Total Questions: 95]

Question No : 1

Green Studios are located in Canada. For local customers, they price some items both in Canadian currency and US dollars. How can they manage US dollar price lists in SAP Business One?

- A. Define US dollars as a currency and set it as the main currency for items priced in US dollars.
- B. Define US dollars as a currency and enter the unit price in a price list in US dollars.
- C. Define the system currency as US dollars and change the sales document currency to US dollars when pricing in US dollars.
- D. Define two local currencies: Canadian dollars and US dollars. Enter the unit price in the price list in US dollars.

Answer: B

Question No : 2

When a partner establishes a support department, what SAP Business One environments must be installed?

Note. There are 2 correct answers to this question.

- A. All major versions used by your customers
- B. All major versions of SAP Business One
- C. All patches for the current version
- D. All hardware platforms in use at your customers' sites
- E. All localizations used by your customers

Answer: A,E

Question No : 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?

- A. 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. Enter the sales order as a customer sales order with the vendor business partner number entered in the customer code field.
- C. 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. 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.

Answer: D

Question No : 4

In SAP Business One, the site user provides a higher level of security than a super user. What functions can only be performed by the site user?

Note. There are 2 correct answers to this question.

- A. Defining general authorizations
- B. Creating a new company database
- C. Changing the default 'sa' login password
- D. Upgrading a company database
- E. Setting the SAP Business One password security level

Answer: B,D

Question No : 5

SG Products will go live tomorrow. The A/R and A/P balances need to be transferred from the legacy system. How should the implementation consultant proceed to ensure that the A/R and A/P control accounts are correct and up to date in the new system?

- A. Import all open sales and purchase orders from the legacy system. The control accounts will then be correct.
- B. Copy the balances from both the Profit and Loss and the Balance Sheet legacy accounts so that the control accounts are correct.
- C. Copy the A/P and A/R account balances from the legacy Balance Sheet. The control accounts will then be correct.
- D. Import the open invoice balances for each individual business partner. The control accounts will then be correct.

Answer: D

Question No : 6

What postings are made when a delivery document is created for an item controlled by the moving average method?

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

Answer: B

Question No : 7

Homewood Furniture builds the same children's furniture in each of their three factories which are located in different parts of the country. Because labor and materials costs vary so much by location, they would like to track item costs geographically by using regional accounts in the general ledger. At which level should they set the G/L account determination for the furniture items they manufacture?

- A. Warehouse level
- B. Item level
- C. Company level
- D. Item Properties level

Answer: A

Question No : 8

Shirley of Household Robots Incorporated would like to use serial number management. She likes the idea of having sequential numerical serial numbers automatically generated. She does not care if they are not unique across products. She wants the serial numbers created during delivery. What setting can she use to have the system create successive serial numbers that can be selected in sales and stock release documents?

- A. Choose "On Release Only" for each item's management method.
- B. No special settings are necessary once serial numbers are activated. Serial numbers are optional in all documents.
- C. Configure items to use the manufacturers serial number in General Settings.
- D. Create a separate "Nettable" warehouse for storing the finished goods.

Answer: A

Question No : 9

Which accounts will appear in the balance sheet report?

- A. Sales and expenditures accounts with balances in the selected period
- B. The bank account and the inventory account of the company
- C. Accounts that show gross profit for the current fiscal year
- D. The electricity and the telephone accounts of the company

Answer: B

Question No : 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?

- A. Use an alert on all sales documents with the predefined condition "Deviation from Discount". The alert will notify the sales manager.
- B. Use an approval procedure with the predefined condition "Deviation from Discount". Set the sales manager as the approver.
- C. The sales manager can re-open a sales order at any time and change the discount amount if it is not appropriate.
- D. 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.

Answer: B

Question No : 11

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?

- A. Sales opportunities, sales orders, campaign generation wizard, blanket agreement
- B. Campaign generation wizard, target groups, activities, lead master data
- C. Sales quotations, sales opportunities, activities, campaign generation wizard
- D. Blanket agreement, campaign generation wizard, target groups, lead master data

Answer: B

Question No : 12

During Business Blueprint, the customer indicated they want to run perpetual inventory with moving average valuation method. They went into production a week ago and they now want some existing products to use standard cost valuation instead. How can this be accomplished?

- A. The moving average valuation method is only a default, and can be changed to standard cost for an item at any time.
- B. Once an item has been imported into SAP Business One, the valuation method is fixed and the items must be deleted and re-imported to change the method.
- C. As long as there are no open transactions and there is no inventory for the item, they can change the valuation method.
- D. They can move the items to an item group with the standard cost valuation method. This automatically changes the valuation method.

Answer: C

Question No : 13

When you print invoices, you want to include a promotional code and static text that explains how to use the code. The promotional code gives certain customers a discount on their next purchase. The promotional code has been added as a user-defined field to the business partner master data, based on the customer's previous purchase. If there is no promotional code in the customer master, both fields should not be printed. How can you implement this requirement using Crystal Reports?

Please choose the correct answer.

- A. Use a formula on the text field to change the contents of the text field to blank if the code is null.
- B. Suppress the text field and add a formula that checks if the code is null.
- C. Drag the two fields together in the report so that the boundaries of the two fields merge. If the user-defined field is null, the text field will not be printed.
- D. Select both fields and link them using a sub-report. If the database field is null, the text field will not be printed.

Answer: B

Question No : 14

Rodney is a buyer at a company using SAP Business One. Rodney has just learned that their item A1000 will be delivered from the vendor in different units than previously. Currently the item master is set up with "carton" as the purchasing unit. Starting today, the vendor will be delivering this item as individual items. Since several transactions already exist in the system for this item, what should Rodney do?

- A. Change the purchasing unit on item A1000 from "carton" to "piece".
- B. Delete the item master A1000 first and then create a new A1000 with the correct purchasing unit.
- C. Create an additional item master record with a new item number and "piece" as the purchasing unit.
- D. Change the purchasing unit manually in each purchase order.

Answer: A

Question No : 15

Where should you look to find the hardware key for your customer's system?

- A. General Settings
- B. License Administration window
- C. License Manager settings
- D. Choose Company window

Answer: C