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# C_TB1200_90<sup>Q&As</sup>

SAP Certified Application Associate - SAP Business One 9.0

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**QUESTION 1**

The sales manager wants to be informed when a sales employee issues an order that would produce a

gross profit less than 25%. However, he does not want the sales process to be blocked.

What is the easiest way to implement this?

A. Use an alert with a predefined condition for gross profit deviation.

B. Schedule the Sales Analysis report to run when the gross profit is below the threshold.

C. Add a user-defined field to the sales order document, with a query to report when the gross profit is less than 25%.

D. Use an approval procedure with a predefined condition for gross profit deviation.

Correct Answer: A

**QUESTION 2**

When you enter a support message, you need to enter a priority. What has the most impact on message priority?

A. The patch level that was tested

B. The customer

C. The message component

D. The business impact of the problem

Correct Answer: D

**QUESTION 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.

Correct Answer: D

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**QUESTION 4**

Jean from the Accounting department wants to post the year-end adjustments. However, she does not want to post them directly to the general ledger since her manager needs to review them first. Which working process would you recommend for her?

A. Define an Approval Procedure. When Jean adds a journal entry an approval process will launch. Jean\\'s manager can review and approve the journal entry.

B. Use the Period End Closing utility. Jean can use the save button to save the results as draft. Her manager can review the draft and execute the report.

C. Use a Journal Voucher. Jean\\'s manager can review the journal voucher then Jean can make any necessary changes before posting.

D. Save the journal entry as a draft document. Her manager can review the draft and then Jean can make any necessary changes before posting.

Correct Answer: C

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**QUESTION 5**

Which transaction will typically affect ONLY the balance sheet accounts?

A. A/R credit memo

B. Outgoing payment to a vendor

C. A/R invoice

D. Period end closing utility

Correct Answer: B

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