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QUESTION 1

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.

Correct Answer: A

QUESTION 2

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.

Correct Answer: B

QUESTION 3

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?

- A. 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. 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. 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. 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.

Correct Answer: B

QUESTION 4

Which of the following documents is the only mandatory document in the sales process?

- A. Delivery
- B. A/R Invoice
- C. Quotation
- D. Sales Order

Correct Answer: B

QUESTION 5

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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