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QUESTION 1

What happens when a default payment method for customers is changed in the General Settings?

- A. Any new customer master records will default to this payment method, but existing records will not change.
- B. New and existing customer master records will automatically receive this payment method.
- C. When a new customer master record is created, a pop up box will appear with a choice of available payment methods listed in General Settings.
- D. When a new customer master record is created, the default payment method is assigned and cannot be changed.

Correct Answer: A

QUESTION 2

Lise runs the pick and pack manager. She wants to verify that there is enough available quantity for a particular item for an important customer's sales order. The available to release column shows a different available quantity in different rows for the same item. What does the available to release column represent?

- A. The quantity expected to be available on the sales order delivery date, calculated by subtracting upcoming deliveries prior to the delivery date from the current inventory
- B. The quantity available for that item when the sales order was created
- C. The available quantity presented in a cumulative way where each row assumes that the previous rows for that item have been picked
- D. The quantity that has already been released for the sales order

Correct Answer: C

QUESTION 3

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

Correct Answer: B



QUESTION 4

Mike from Miller Inc. created a forecast showing a need for 100 staplers by June 1. Currently there are 10 staplers in inventory. Existing sales orders have a committed quantity of 50 staplers. When Mike runs MRP to produce a production order to manufacture staplers, the recommended production order is for 90 staplers. Why does MRP recommend this amount?

- A. The maximum stock requirement is set to 90.
- B. MRP never considers sales orders as demand.
- C. The minimum stock requirement is set to 10.
- D. The planning definitions are set to consume forecasts.

Correct Answer: D

QUESTION 5

Mary from BBK computers wants to pay one of her vendors. She opens an outgoing payment document and chooses the vendor code. One of the A/P Invoices is marked with an asterisk (*).

What does this mean?

- A. An A/R Credit Memo has been entered for the invoice.
- B. A partial payment has already been posted for this invoice.
- C. The invoice due date is earlier than or equal to the current date.
- D. The invoice due date is later than the current date.

Correct Answer: C

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