**Vendor:** SAP

**Exam Code:** C_TB1200_88

**Exam Name:** SAP Certified Application Associate - SAP Business One 8.8

**Version:** Demo

**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**
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 3**
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.

**Correct Answer:** C

**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**
The customer successfully went live last week. What is the best method for the implementation consultant

to maintain the continuous reliability of the customer system?

A. Install the Service Manager
B. Create a Service Level Agreement
C. Activate the services of the remote support platform for SAP Business One
D. Upgrade the customer system to the latest patch level

**Correct Answer:** C

**QUESTION 6**
Your client has asked for a report on service contract history. What is the easiest way to identify the correct fields needed in the report?

A. With a service contract in the active window, open the Query Wizard. It will automatically show the table and field names for the active window.
B. Open a service contract document and right-mouse click on a field to see the table and field name.
C. Reference the DI-API online help the see the table and field names for the service contract object.
D. Open a service contract and toggle the System Information view to see the table and field names at the bottom of the screen.

**Correct Answer:** D

**QUESTION 7**
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.

**Correct Answer:** D

**QUESTION 8**
The client wants to continue the numbering of invoices from the legacy system, so that there are no gaps in the numbering. Additionally, sales quotations are issued by multiple employees, and the numbering of sales quotations should continue for each employee. How can both these requirements be implemented in SAP Business One?

A. In each user account, set the first and last document numbers for each document type.
B. Set the first invoice number using the document numbering function. In the same function create multiple numbering series for sales quotations.
C. Set the first number for each type of document using the document numbering function.
D. Using the document settings function, set one document numbering range for invoices, and multiple ranges for sales quotation documents.

**Correct Answer:** B

**QUESTION 9**
When Jade Logistics creates a sales order, they want to see the description for the item so they can communicate this to the customer. How can this requirement be met?

A. In the sales order, right-mouse click in the item code field to see the item description.
B. This information is standard in the sales order and you can make it visible in the sales order row using

form settings.
C. Once an item is selected for the sales order, the description and other item specifications are automatically provided in the Logistics tab of the order.
D. Add a user-defined field in the item row to display the description for the item.

**Correct Answer:** B

**QUESTION 10**
Top Toys defined their sub-periods as months. How often should they run the period-end closing utility?

A. They are required to run the period-end closing utility both at the end of each month and at the end of the fiscal year.
B. Depending on their financial processes, they should run the period-end closing utility at the end of the fiscal year and also can run it at the end of each month.
C. Depending on their financial processes, they can run the period-end closing utility at the end of each month and also at the end of each quarter.
D. Because they defined their sub-periods as months, the system requires them to run the period-end closing utility at the end of each month.

**Correct Answer:** B

**QUESTION 11**
You are in the project preparation phase of a customer implementation at Ruby Manufacturing. So far everything has gone to plan. Which of these could signal an unexpected project overrun?

A. The company will run the manufacturing add-on from an SAP partner that was recommended.
B. There are 15 employees who will need to work with SAP Business One.
C. You hear a rumor that two new logistics warehouses will be opening in the next month.
D. The production manager will also act as a functional lead on the project.

**Correct Answer:** C

**QUESTION 12**
A delivery document is created for a shipment of 10 printers to Madison and Daughters Inc. One of the employees creates an A/R invoice but forgets to reference the existing delivery document. Madison and Daughters Inc. uses perpetual inventory. What unplanned effect will occur by posting these two unrelated documents in the system?

A. The customer will be charged for 20 printers.
B. There will be a posting to an inventory variance account.
C. The invoice will reverse the previous entry to the cost of sales account.
D. The inventory account will be credited for 20 printers.

**Correct Answer:** D

**QUESTION 13**
The implementation consultant has just demonstrated the service type purchase order to the client. The client lead is very concerned that they have to select from the entire list of G/L accounts when they create a service type purchase order. There are several accounts that the client lead can select for different types of services. What can the consultant suggest to help the client lead?

A. Define a project for each type of service, and associate a G/L account. When the client lead selects the project, the G/L account is used.
B. Add a user-defined field to the purchase order row, with a list of valid values for the short list of accounts. The client lead can choose from the short list.
C. Add user-defined values to the G/L account field in the purchase order row, with a fixed list of values containing the short list of G/L accounts. The client lead can choose from the short list.
D. Set the short list of G/L accounts as default accounts on the Purchasing tab in the G/L Account

Determination.

**Correct Answer:** C

**QUESTION 14**
Ronald, the buyer at Treadwell Tires, created a purchase order for two items from a vendor. A week later, just before the vendor was to deliver those items, Ronald called to add a third item to the order. However, Ronald did not add the third item to the existing purchase order. The vendor delivers all three items at once. What is the most efficient way for the warehouse clerk to receive the three items into the warehouse?

A. Copy the two items from the purchase order to a goods receipt PO and manually add a row in the good receipt PO for the third item.
B. Create a separate purchase order for the third item, before referencing both purchase orders in one goods receipt PO.
C. Create one goods receipt PO for the 2 items on the purchase order and a second goods receipt PO to receive the third item.
D. Instead of using a goods receipt PO, use the inventory goods receipt to receive the items.

**Correct Answer:** A

**QUESTION 15**
Which of the following are possible business partner master types? Note. There are 3 correct answers to this question.

A. Buyers
B. Leads
C. Employees
D. Vendors
E. Customers

**Correct Answer:** BDE

**QUESTION 16**
Tiny Toys reports the financial statement to the company headquarters once a year. They manage internal controlling at the end of each quarter. How would you recommend they set the posting periods in SAP Business One?

A. Define the main posting period as the fiscal year and the sub-periods as quarters.
B. Set the fiscal year to quarters and define the sub-periods as days.
C. Define the main posting period as the quarter and the sub-periods as months.
D. Define the main posting period as quarters with no sub-periods.

**Correct Answer:** A

**QUESTION 17**
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

**Correct Answer:** BD

**QUESTION 18**
What types of payments can you generate using the Payment Wizard? Note. There are 3 correct answers to this question.

A. Incoming payments by bank transfer
B. Outgoing payments by bank transfer
C. Outgoing payments by credit card
D. Outgoing payments by check
E. Incoming and outgoing payments by cash

**Correct Answer:** ABD

**QUESTION 19**
How is the available quantity calculated in SAP Business One?

A. Quantity in stock - quantity committed + quantity ordered
B. Quantity in stock + quantity committed - quantity ordered
C. Quantity in stock - quantity committed
D. Quantity in stock + quantity ordered

**Correct Answer:** A

**QUESTION 20**
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 21**
You have set up KandV Grocery as a lead. George from KandV Grocery calls to place a sales order for three cases of oranges. What is the best option for creating a delivery for KandV Grocery?

A. Create the sales order and delivery using the lead as the business partner, and then convert the lead to a customer before issuing an invoice.
B. You do not need to convert the lead to a customer. You can create sales orders, deliveries and invoices using the lead.
C. Create a quotation to start the process, because you cannot place a sales order with a lead as the business partner.
D. Create a sales order using the lead as the business partner, and then convert the lead to a customer before creating the delivery and invoice.

**Correct Answer:** D

**QUESTION 22**
At the end of the financial period, Melanie, the accountant at Flowers for Me, issues the profit and loss statement budget report. She is surprised to find out that the company is deviating from budget. What could be the reason for the budget deviation?

A. When setting the budget for the company she marked all expense accounts as budget accounts.
B. Melanie issued the report according to a budget scenario that has different amounts than the main budget scenario.
C. During the year, the check for deviation from the budget was done according to a budget scenario that has different amounts than the main budget scenario.

D. Melanie is not authorized to confirm budget deviation in case a G/L account exceeds the budget.

**Correct Answer:** B

**QUESTION 23**
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

**Correct Answer:** A

**QUESTION 24**
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

**QUESTION 25**
When entering a document, which date sets the appropriate sub-period for posting the transaction?

A. The journal entry reverse date
B. The journal entry due date
C. The journal entry posting date
D. The journal entry document date

**Correct Answer:** C

**QUESTION 26**
When David from ABC Chocolates posted an incoming payment to record a cash payment received from one of the customers, he forgot to apply it to an A/R invoice. What will be the most efficient way to correct this?

A. The next time the customer pays an open A/R invoice; David should choose both invoices and enter the paid amount. The system will close both invoices.
B. David can manually reconcile the A/R invoice and the incoming payment when running the customer receivables aging report.
C. The system will automatically reconcile the A/R invoice and the incoming payment when ABC Chocolates runs the period-end closing utility.
D. David should manually reconcile the customer account to close the A/R invoice and the incoming payment.

**Correct Answer:** D

**QUESTION 27**
The purchasing manager would like to receive a weekly report that lists all stock items that fall below a critical point. What is the standard way of doing this in SAP Business One?

A. Activate the predefined alert for minimum stock deviation. The purchasing manager will receive a report on weekly basis whenever stock falls below the minimum level.
B. In the Document Settings window, select the checkbox to warn when stock is released below the minimum level. The purchasing manager will automatically receive a weekly report.
C. Create a custom report using Crystal Reports to show items below the minimum level and set the report to run once a week.
D. Create a user-defined alert with a query that lists all the items below the minimum level, and set the required frequency as weekly for the alert.

**Correct Answer:** D

**QUESTION 28**
Ruby Manufacturing has 30 sales employees who will use SAP Business One in a similar way. What is the most efficient way to design general authorization permissions for the functionality required by these employees?

A. Define the general authorizations needed for the role and set this role as a default in the user accounts for the sales employees.
B. Assign Limited CRM license types to the sales employees. This will automatically set the general authorizations for sales employees.
C. Define the employees as sales employees/buyers in SAP Business One. They will automatically receive the same general authorizations.
D. Make a list of the modules and functions that one of the employees needs to use. Assign general authorizations to match this list, and copy the authorizations to the other users.

**Correct Answer:** D

**QUESTION 29**
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 30**
Ruby Manufacturing has items in the warehouse with allocated serial numbers. What is the best template to transfer the serial numbers to SAP Business One using Data Transfer Workbench?

A. The item master data template
B. The goods receipt PO template
C. The inventory transfer template
D. The goods receipt template

**Correct Answer:** D

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