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**QUESTION 1**

You have been doing business with a vendor, ZZ Supplies, for over a year. Now the vendor asks to place an order as a customer. What do you need to do to create the sales order properly?

- A. Because this sales order is an exception, use the 'A/R Invoice + Payment' transaction to enter the sales order in the account for one-time customers.
- B. Enter the sales order as a customer sales order with the vendor business partner number entered in the customer code field.
- C. Change the business partner type of the vendor to 'Customer', enter the sales order, and then change the business partner type back to 'Vendor'.
- D. Create a new customer master record and enter this new customer code in the sales order.

Correct Answer: D

QUESTION 2

What is the most effective strategy for an implementation consultant to utilize at the beginning of the requirements gathering workshops?

- A. Show the client the range of configuration options available in SAP Business One.
- B. Ask the client how they want to use the standard processes in SAP Business One.
- C. Convert the client business processes into an SAP Business One configuration.
- D. Ask questions that allow the client to describe their business processes.

Correct Answer: D

QUESTION 3

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 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

Correct Answer: BD

QUESTION 5

Marcus offers a variety of special offers for large customers. All of these offers are based on properties in the item master record. Which type of pricing should he set up?

- A. Period and Volume Discounts
- B. Discount groups
- C. Special prices for business partners
- D. Assigned Pricelists

Correct Answer: B

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