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**QUESTION 1**

Louis from Tropical Hammocks Inc. has just received some defective hammocks back from customers. He needs to send these hammocks back through production to have several ropes and knots replaced and repaired. Which type of production order will best suit his needs?

- A. Disassembly Production Order
- B. No production order is needed, instead use a service call.
- C. Special Production Order
- D. Standard Production Order

Correct Answer: C

QUESTION 2

One of Tiny Toys's vendors has branches all around the world. Therefore, the vendor issues invoices in various foreign currencies. Tiny Toys has defined the vendor's master data currency as 'All Currencies'. This enables Tiny Toys to enter invoices for this vendor in any currency. How is the 'Account Balance' stored?

Please choose the correct answer.

- A. In local currency, system currency and specified foreign currency.
- B. In every foreign currency that is used in the invoices.
- C. In local currency and specified foreign currency.
- D. In the local currency and system currency.

Correct Answer: D

QUESTION 3

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 4



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 5

The customer is ready to use the services of the remote support platform for SAP Business One. What is the first step?

- A. Submit a support message to SAP.
- B. Send a system status report to SAP.
- C. Upgrade to the latest patch level.
- D. Access the customer portal.

Correct Answer: B

QUESTION 6

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 7**

You are creating import files to import business partner master data using the Data Transfer Workbench. You notice that a field has a value of type `enum`.

What data do you enter in this field?

- A. You must enter data for the field in accordance with the DI-API.
- B. You need to enter either `NO` or `YES` in this field.
- C. You need to enter a numeric value in this field.
- D. You can enter any valid text data in this field.

Correct Answer: A

QUESTION 8

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 manufacturer's serial number in General Settings.
- D. Create a separate "Nettable" warehouse for storing the finished goods.

Correct Answer: A

QUESTION 9

During the implementation project, the implementation consultant presents the list of SAP Business One modules and functions to the client team. The client lead states that he is responsible for planning and monitoring expenditures on company projects. Which training will be required for the client lead to manage spending limits?

- A. Management of approval procedures
- B. Purchasing process and accounts payables
- C. Set up and management of budget
- D. Journal postings and outgoing payments

Correct Answer: C

QUESTION 10



Rosemarie needs to purchase a one-time landscape design service for her company. Her vendor would like to have a commitment from her company before they provide the service. No item currently exists in SAP Business One for landscape design. What is the most logical and efficient way for her to proceed?

- A. Skip the step of creating a purchase order, instead create a goods receipt PO to send to the vendor.
- B. Create a journal entry to record the cost of the service.
- C. Select the setting for a service type purchase order which allows her to create service rows with description, G/L account and price.
- D. Use a text row in an item type purchase order.

Correct Answer: C

QUESTION 11

What settings are made on the item master to create a service contract automatically when that item is delivered to the customer?

- A. Set the item to be managed by serial numbers and assign a warranty template.
- B. Set the item to automatically create a customer equipment card.
- C. Choose "service" for the item type and contract for the "item group".
- D. Assign a service contract type to any item with the item type "items".

Correct Answer: A

QUESTION 12

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 13

When you print invoices, you want to include a promotional code and static text that explains how to use the code. The promotional code gives certain customers a discount on their next purchase. The promotional code has been added as a user-defined field to the business partner master data, based on the customer's previous purchase. If there is no promotional code in the customer master, both fields should not be printed. How can you implement this requirement



using Crystal Reports?

Please choose the correct answer.

- A. Use a formula on the text field to change the contents of the text field to blank if the code is null.
- B. Suppress the text field and add a formula that checks if the code is null.
- C. Drag the two fields together in the report so that the boundaries of the two fields merge. If the user-defined field is null, the text field will not be printed.
- D. Select both fields and link them using a sub-report. If the database field is null, the text field will not be printed.

Correct Answer: B

QUESTION 14

When a partner establishes a support department, what SAP Business One environments must be installed?

Note. There are 2 correct answers to this question.

- A. All major versions used by your customers
- B. All major versions of SAP Business One
- C. All patches for the current version
- D. All hardware platforms in use at your customers' sites
- E. All localizations used by your customers

Correct Answer: AE

QUESTION 15

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



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