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**Exam :** C\_TB1200\_07

**Title :** SAP Certified Implementation  
Consultant SAP Business One 2007

**Vendors :** SAP

**Version :** DEMO

NO.1 I add a new Sales Opportunity for a business partner. I do not want to issue any documents to this partner at the moment. However, I would like to link this opportunity to a Quotation that I issued for another business partner in the past. Is this possible?

A. Access the sales opportunity and choose the Stages tab. Select 'Sales Quotation' as the document type,

then select a quotation from another business partner.

B. Access the sales opportunity and enter the code of the other business partner as the 'Partner'. You can

now link any quotation issued to that business partner to your opportunity.

C. You can only link activities directly to the sales opportunity.

D. You can only link a sales opportunity to a quotation for the same business partner.

Answer:A

NO.2 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 ordered.

D. Quantity in stock - quantity committed.

Answer:A

NO.3 You are reviewing the details of a user-defined query and notice the strings: [%1], [%2], and [%3]. What

is the function of these strings in a query?

A. The string [%0] is a variable used to create a query. Each variable is unique, so if more than one

variable is defined, each requires a unique name such as: [%1], [%2].

B. The strings: [%1], [%2], and [%3] represent fixed values in the query.

C. The strings: [%1], [%2], and [%3] are conditions you can see displayed in the Conditions column in the

Query Generator.

D. The strings: [%1], [%2], and [%3] are fields from the OITM table which you can retrieve from either the

Query Generator or Query Wizard.

Answer:A

NO.4 Sophie created a user-defined query and linked a template to it using the query print

layout function.

After she designed the template she realized that she needs to add an additional column of data to the

report. Can Sophie add new columns to the existing report?

A.No. Since Sophie can only change static report information and cannot add database fields to the

matrix data, she must create a new query and assign it to a new print template.

B.No. Once Sophie has assigned the template to the query, she cannot make any changes to any field in

the report.

C.Yes. Sophie can add new columns to the report by creating a new database field in the repetitive area

of the linked template.

D.Yes. Sophie can create a new column in the template, and since it is linked to the query, it will update

the original template and the matrix data automatically.

Answer:A

NO.5 A company issues a large number of deliveries on a monthly basis. The company's sales manager

wants to know the fastest way to produce invoices based on these deliveries. What would you

recommend?

A.Use the Document Generation Wizard. Select A/R Invoice as the target document and Deliveries as the

base document. Select all deliveries for the relevant month.

B.Use the Dunning Wizard. Select A/R Invoice as the document type. Use the posting date to select all

deliveries for the relevant month.

C.Use the Document Generation Wizard. Select A/R Invoices as the base document and Delivery as the

target document. Select all deliveries for the relevant month.

D.Use the Payment Wizard. Select Deliveries as the base document and A/R Invoice as the target

document. Use the posting date to select relevant deliveries.

Answer:A

NO.6 The sales manager wants to be informed whenever a customer exceeds his credit limit.

However, he

does not want the sales process to be blocked when he is not available. What do you recommend?

A. Activate and configure the predefined alert function 'Deviation from Credit Limit' so that the sales

manager gets informed automatically.

B. Activate and configure the predefined approval procedure 'Deviation from Credit Limit' so that the sales

manager gets informed automatically.

C. Restrict the general authorization to confirm credit line deviations to the sales manager.

D. Activate and configure a user-defined alert when a customer exceeds the credit limit. The alert goes to

each sales person and they can save the sales document as a draft.

Answer:A

NO.7 Our purchasing manager would like to see a weekly report that lists stock items that fall below a critical

point. What is the easiest way of doing this?

A. In the inventory data of the item, enter the minimum required inventory level. Whenever employees post

a goods issue that brings the stock below this threshold, they need to send an email message to the

purchasing manager.

B. In the warehouse data of the item, enter the minimum required inventory level and activate the

predefined alert 'Minimum Stock Deviation' that will inform the purchasing manager whenever stock falls

below this threshold.

C. Create a query that lists all the items with inventory below the minimum level and link this query to a

user-defined alert. Specify the required frequency, click the checkbox to make the alert active, and make

sure you select the purchasing manager as the receiver.

D. In the document settings, set the 'When Attempting to Release Stock Below the Minimum Level'

indicator. Whenever an employee posts a goods issue that brings the stock below this threshold, the

purchasing manager automatically receives a message.

Answer:C

NO.8 Kathryn from Roses and Sunflowers gift shop creates a purchase order for an item, which is out of stock. The current stock level for the item is zero. There are no open purchase orders or sales orders for this item. After she has selected the item in the purchase order, she notices that there is a 4 in the 'Quantity' field. Why?

A.The value in the 'Items per Purchase Unit' field on the 'Purchasing Data' tab is 4.

B.The value in the 'Factor 2' field on the 'Purchasing Data' tab is 4.

C.The value in the 'Required (Purchasing UoM) Inventory Level' field is 4.

D.The value in the 'Quantity Per Packaging Unit' field on the 'Purchasing Data' tab is 4.

Answer:A B C D

NO.9 PKJ Ltd maintains its price list automatically based on last purchase price. When PKJ sells a product,

they want to add their overhead of 40% to the sales price. How can they accomplish this?

A.Create a Customer price list based on the Last Purchase price list, select all the prices and increase them by 40%.

B.Create a Customer price list and enter the sales prices.

C.Create a Customer price list based on the Last Purchase price list with a factor of 1.4.

D.In the business partner master data, select the Last Purchase price list and specify a premium of 40%.

Answer:C

NO.10 You want to show your customer which documents relate to each other in SAP Business One. Which of these statements is correct?

A.When you display a document, you can use the base and target document icons to display a document flow.

B.From the document, drill down to the business partner master data and choose Document Flow.

C.Use Drag Relate to display which documents are related to each other.

D.You can branch from the display of a document to its history. There you find a chronological list of all

base and target documents.

Answer:A

NO.11 The sales manager at Gali Sport is confused by the different prices that can be related to a customer:

price lists and special prices. He needs to understand how the system calculates prices in sales

documents. Which answer below reflects the order in which the system looks for the correct price?

A.1) Special prices for the customer 2) Discount groups linked to the business partner 3) Period and

volume discounts defined for the price list and linked to the business partner 4) The price list specified in

the business partner master data

B.1) Discount groups 2) Special prices for the customer 3) Period and volume discounts for the price list

linked to the business partner 4) The default price list for the customer

C.1) The default price list for the document 2) Discount groups tied to the document 3) Special prices for

the customer

D.1) Customer special prices 2) Discount groups 3) Period and volume discounts defined for the price list

linked to the document 4) Price list defined for the document

Answer:A

NO.12 The following statements relate to the analysis of sales opportunities. Which statements are correct?

A.Use the Opportunity Statistics Report to analyze entered, open, and closed opportunities in the system.

B.To get an overview of the progress of all sales opportunities, use the Stage Analysis report.

C.The Opportunities Forecast Report only takes account of completed opportunities.

D.Open opportunities are not included in the Opportunity Pipeline analysis.

E.A sales manager can use selection criteria in "My Open Opportunities Report" to view sales

opportunities for any of his direct reports.

Answer:A B C D E

NO.13 For which of the following events is the moving average cost recalculated?

- A. Stock entry.
- B. Stock release.
- C. Completion of a production order.
- D. Purchase order submission.

Answer: A B C D

NO.14 What functions are available in the Human Resources module of SAP Business One?

- A. Payroll processing
- B. Shift planning
- C. Employee master data
- D. Recording and evaluation of absences
- E. Tracking of employee costs and salaries

Answer: A B C D E

NO.15 Sophie created a query and now wants to print a report from the query. What must Sophie do before she can print the query results?

- A. Link her query to a base template using the Query Manager.
- B. Link her query to a base template using the Print Layout Designer.
- C. Link her query to a base template using the Query Print Layout tool.
- D. Link her query to a base template using the Query Generator.

Answer: A

NO.16 I want to create a query to display all the invoices over \$1500 issued for a specific customer by one of my sales employees Sara Chang. How do I find which fields I should enter in the SQL query?

- A. When you hold down the Ctrl key and click the mouse on a field you want to display, the table and field name will appear at the bottom of the screen.
- B. When you click the mouse on a field you want to display and choose View -> System information, the table and field name will appear at the bottom of the screen in the Status Bar.
- C. Open the Query Wizard because it automatically enters the table and field names in the SQL query.
- D. Use the Query Generator because it automatically enters the table and field names in the SQL query, after you click the mouse on a field you want to display.

Answer: B

NO.17 Every day my employees run a query to check how many orders we have issued on that day and what their value was. I have created a simple query using the Orders table (ORDR): Document Number, Document Date, Document Total Where Document Date EQUAL 01/05/07 (for example). How can I create a "general" query so I do not have to go into this query statement every day to change the date in the "Where" condition area?

- A. Define a variable in the "Where" condition area of the formula: Document Date EQUAL '[%0]' then save the query. Each time you run it, the system will prompt you to enter the desired date.
- B. Delete the condition from the query. Create a general query that will display all the orders created in the system to date. When the report displays, use the Sort Table to display the desired data.
- C. Define a variable in the "Where" condition area of the formula: Document Date NOT EQUAL '[%0]' then save the query. Each time you run it, the system will prompt you to enter the desired date.
- D. Define a variable in the "Group By" condition area of the formula: Document Date EQUAL '[%3]' then save the query.

Answer:A

NO.18 Which statements are correct regarding inventory valuation methods?

- A. With moving average cost valuation, stock is valued by dividing the total value by the total quantity.
- B. With moving average cost valuation, you must enter a cost price into the item master record.
- C. With standard cost valuation, stock may need to be periodically revalued.
- D. With first in - first out valuation, stock is valued using the cost of the oldest item.
- E. With first in - first out valuation, stock is valued using the cost of the most recent item.

Answer:A B C D E

NO.19 What are the advantages of query print layouts as opposed to standard queries?

- A. You can adjust the template of the query print layouts.
- B. You can add sub-sorts and sub-totals using the print layout designer.
- C. Query print layouts can be based on several queries.

D.Authorization administration for query print layouts is simpler.

E.You can standardize your report layouts by using a customized base template, for example, with the company logo, for all the reports.

Answer:A B C D E

NO.20 Which elements of a query are optional when you create a query with the Query Wizard?

A.Conditions

B.Table entries

C.Field entries

D.Grouping

E.Sorting

Answer:A B C D E