**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.

**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.

**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 metho
D.  D. They can move the items to an item group with the standard cost valuation method. This automatically changes the valuation method.

**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.

**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

**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.

**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.

**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.

**Answer:** B

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