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Vendor: SAP

Exam Code: C_TB1200_07

Exam Name: SAP Certified Implementation Consultant
SAP Business One 2007

Version: Demo

Exam Name:	SAP Certified Implementation Consultant SAP Business One 2007		
Exam Type:	SAP		
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Question: 1

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

Question: 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

Question: 3

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

Question: 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

Question: 5

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.

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- 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

Question: 6

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

Question: 7

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

Question: 8

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

Question: 9

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?

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- 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

Question: 10

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

Question: 11

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

Question: 12

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?

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- 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

Question: 13

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

Question: 14

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

Question: 15

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%.

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Answer: C

Question: 16

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

Question: 17

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

Question: 18

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

Question: 19

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

Question: 20

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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

Question: 21

Pckage.com sells hardware. The company uses the bill of material to define different computer packages of components for configuring their computers (printer, mouse, RAM, and so on). A customer just called and asked for a quotation for an Omnibook 6000. This was defined as a 'sales bill of material'. The sales employee just found that the printer that is offered with this package is out of stock. The employee tries to replace the printer in the package with another printer from the item list, but he cannot do it. What is the reason for this?

- A. The Omnibook has to be defined as a 'template bill of material'. Only then can one component be replaced with another in sales documents.
- B. The Omnibook has to be defined as an 'assembly bill of material'. Only then can one component be replaced with another in sales documents.
- C. The Omnibook has to be defined as a 'production bill of material'. Only then can one item be replaced with another in sales documents.
- D. The printer in the 'sales bill of material' must be set up as a phantom item. Only then can the item be replaced in sales documents.

Answer: A

Question: 22

Murielle, from Noah industries, issued a purchase order for 100 inventory items. The vendor delivered only 75 items, and promises to deliver the remainder in two or three weeks. Murielle wants to generate a goods receipt PO to reflect the receipt of the items in stock, but does not know how to enter a partial delivery in the system. What is the best way to do this?

- A. Create a goods receipt PO based on the original purchase order, and copy the entire quantity. Then add an additional row with negative quantity, so the purchase order remains open with the appropriate quantity.
- B. Create a goods receipt PO based on the original purchase order, and modify the quantity selected from the purchase order. This way, the purchase order remains open with the appropriate quantity.
- C. Create a goods receipt PO for the actual quantity delivered, and save it as a draft. When the rest of the items arrive, link the original purchase order so it will be closed.
- D. Reduce the amount on the original purchase order to match the delivered amount before creating the goods receipt PO. Create a separate purchase order for the remaining quantity.

Answer: B

Question: 23

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You have issued a Goods Receipt PO. You see that there is an orange link arrow to the left of the Journal Remark field. When you select the arrow, the Journal Entry window opens and displays a journal entry. Why was a journal entry created?

- A. If you use perpetual inventory, every document that affects inventory creates a journal entry to reflect the inventory value in the general ledger.
- B. This journal entry is created when a business partner is tax liable. When a document containing a tax sum is created, the system automatically creates a journal entry.
- C. The journal entry is created when the warehouse used to receive the goods is defined as a drop-ship warehouse.
- D. A journal entry is only created when moving average cost is set for your items.

Answer: A

Question: 24

Which of the following statements are true with regards to the information stored in a business partner master record?

- A. You can store multiple ship-to and bill-to addresses for a business partner.
- B. You can block posting transactions for a customer or vendor by date range.
- C. You can create relationships between your customer and vendor business partners.
- D. You can store multiple contact persons for a business partner.
- E. You can view all the sales documents for the business partner by clicking the Details section of the business partner master record.

Answer: A, B, C, D, E

Question: 25

Which statements about drop shipment procedures are correct?

- A. You first define a warehouse as a drop shipment warehouse. When you create a sales order for this warehouse, a new screen opens allowing you to create a purchase order for the items from the drop shipment warehouse.
- B. You flag the indicator "Purchase order" for the items in the sales order that are to be delivered as drop shipment items. A purchase order is automatically created for this item and no inventory transaction is created.
- C. You use the order document type "drop shipment". You select the item and after having saved the document, you can create a purchase order for the relevant vendor. The system then defaults to the preferred vendor for the item.
- D. You first define a warehouse as a drop shipment warehouse. This warehouse can be selected in the documents but no inventory transaction takes place in this warehouse.
- E. You flag the indicator "Drop Shipment" for each item in the sales order that is to be delivered as a drop shipment item. A purchase order is automatically created for the item and no inventory transaction is created.

Answer: A, B, C, D, E

Question: 26

One of the items has a definition of 10 in the 'Factor 2' field on the 'Purchasing Data' tab page in the item master. When I enter a purchase order and select this item, the system automatically proposes 10 in the 'Quantity' field. The problem is that if I change the value in the 'Quantity' field, the system does not multiply the value I type by 10, but leaves it unchanged. What can I do to ensure that the system automatically multiplies the value I enter by 10?

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- A. To change the quantity in the purchase order, while maintaining the automatic calculation, double-click the row number of an item to display all the fields of the row in a separate window. In the 'Factor 1' field, enter the relevant quantity. The system now multiplies the value from factor 1 by the value 10 from the item master.
- B. Open the item master and enter the relevant quantity in the 'Factor 2' field on the 'Purchasing Data' tab page. Open the purchase order and select the item. The system now automatically displays the value that you entered in the 'Factor 2' field.
- C. For the purchase order, mark the 'Factor 1' field in Form Settings as visible. The 'Factor 1' field is now displayed in the 'Purchase Order' window. Type the required quantity for this item in this field. The system now multiplies the value from 'Factor 1' by the value 10 from the item master.
- D. In the purchase order, show the 'Factor 2' field and flag the active box. The 'Factor 2' field is now displayed in the 'Purchase Order' window. Type the required quantity for this item in this field. The required quantity is now multiplied by the value 10 from the 'Factor 2' field from the item master.
- E. It is not possible to change the quantity of an item with a definition of factors. When you change the quantity in documents containing such items, the system then ignores both the factors defined in the item master record and the factors related only to the value the user enters.

Answer: A, B, C, D, E

Question: 27

Lisa from World Express wants to display all open purchase orders for a specific vendor. What should she do?

- A. Click the Drag Relate tab, open the business partners list, select the vendor, and drag the vendor code to the 'Purchase Order' and use the filter to show just open purchase orders.
- B. Run the sales analysis. Select a salesperson and flag the annual report checkbox.
- C. Call up the Open Items List report and choose 'Open Purchase Orders'. Sort the list by vendor to display all purchase orders for a particular vendor.
- D. Access the business partner master of the vendor. From there, navigate to the items list of the vendor and display all open items.

Answer: A, B, C, D

Question: 28

In goods receipt postings for inventory items, how does the system determine which inventory account to use?

- A. Based on the warehouse to which the goods receipt is posted.
- B. Based on the G/L accounts defined in the item master.
- C. Based on the business partner master record that is specified in the document.
- D. Based on the combination of document type and warehouse to which the goods receipt is posted.
- E. Based on the user parameters.

Answer: B

Question: 29

You have set up a warehouse as a drop ship warehouse. Which statement about this warehouse is correct?

- A. Other goods receipts can be posted in inventory management but no goods receipts for purchase orders.
- B. Deliveries can be posted from the warehouse. No goods receipts can be posted.

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- C. This warehouse can be selected as the recipient warehouse for stock transfers. The warehouse cannot be used as the issuing warehouse.
- D. This warehouse cannot be used as the issuing or the recipient warehouse for inventory transfer documents.

Answer: D

Question: 30

What does the pick list contain?

- A. The pick list contains items that can be selected for picking as well as items that have already been picked. The appropriate status is assigned to each item.
- B. The pick list contains only items which have not been partially or completely picked.
- C. The pick list contains all previously picked items with the status "Complete" or "Partially picked". The pick list is used to control the completed picking.
- D. The pick list is generated per order and contains all the items in an order. The pick list is a prerequisite for generating a delivery.

Answer: A

Question: 31

You are working in the warehouse and use the pick and pack process to select the goods for delivery to your customers. Which of the following statements about picking and packing with the SAP Business One system are correct?

- A. Picking must take place for each order before a delivery can be generated.
- B. Packing can only take place after picking has been completed for all items in an order.
- C. The Delivery serves as a document where you can enter the packing information.
- D. Picking takes place based on deliveries that have already been generated. The deliveries are then packed in an appropriate packing material.
- E. The available stock in the relevant warehouse is checked in the Pick and Pack Manager. You can only pick an item if sufficient stock is available in the warehouse.

Answer: A, B, C, D, E

Question: 32

Jane from Pink Industries wants to select certain sources for a MRP run. In the MRP Wizard, which of the following options can she consider as the data source for the MRP run?

- A. Purchase orders
- B. Quotations
- C. Sales Forecast
- D. Production orders
- E. Sales opportunities

Answer: A, B, C, D, E

Question: 33

The MRP run generates recommendations for either purchase orders or production orders for an item. This depends on:

- A. The entry in the field 'Procurement Method' of the item master record.
- B. The entry in the 'Scenario Details' in the MRP Wizard.
- C. The entry in the field 'Item Type' of the item master record.
- D. The entry in the field 'Planning Method' on the Inventory tab in General Settings.

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Answer: A

Question: 34

Mike from Miller Inc. wants to use MRP to always generate orders for a certain item in multiples of 10. Can you define a lot size for an item for the MRP run?

- A. You can define the lot size in the scenario details screen of the MRP Wizard.
- B. You can define the lot size in the item master record on the Planning Data tab.
- C. You cannot define lot sizes for the MRP run in the SAP Business One system.
- D. You can define lot size in the bill of materials.

Answer: B

Question: 35

Which of the following answers gives a complete list of possible business partner master types?

- A. Vendors and customers
- B. Customers and leads
- C. Vendors, customers and leads
- D. Vendors, customers and employees

Answer: C

Question: 36

Jim from Simons Inc. works in the purchasing department. Explain to him what happens once a goods receipt document has been added based on a purchase order.

- A. The system creates an accounting transaction to record the change in inventory value.
- B. A link to an A/P Invoice is created.
- C. Stock levels are updated in the system.
- D. The purchase order is cancelled.

Answer: A, B, C, D

Question: 37

When you post a goods issue document, which journal entries will be created?

- A. The values of the issued goods will be posted to the Inventory account and to the Inventory offset – Increase account.
- B. The values of the issued goods will be posted to the Inventory account and the Inventory offset – Decrease account.
- C. The values of the issued goods will be posted to the Inventory account and the Cost of Goods Sold account.
- D. The values of the issued goods will be posted to the Inventory account and the Item in Process account.

Answer: B

Question: 38

Jane from Kangoo Industries works in the purchasing department. She wants to know what types of information she can enter in the item rows of a purchase order. You can use the following row types for a purchase order:

- A. Text row

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