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QUESTION NO: 1

A sales representative should be able to Inform a customer before adding a sales order, if the order exceeds their credit limit. Additionally the sales manager wants to be notified when a credit limit has been exceeded.

How can you Implement this? Note: There are 2 correct answers to this question.

- A. Activate the credit deviation alert with the sales manager as the recipient.
- B. Enable credit limit restrictions on sales orders in the general settings.
- C. Define a user alert with a query to check the sales order value against the credit limit.
- D. Set up an approval process for credit deviation with the sales manager as the approver.

ANSWER: B C

QUESTION NO: 2

What ate two activities performed during the realization phase of a well-run SAP Business One implementation project?
Note: There are 2 correct answers to this question.

- A. Configure and test the system
- B. Manage organizational change
- C. Perform a fit/gap analysis
- D. Assess business needs

ANSWER: A C

QUESTION NO: 3

What tools are available to personalize documents by hiding or showing standard fields? Note: There are 2 correct answers to this question.

- A. User-defined values
- B. Edit Form UI
- C. Form Settings
- D. Document Settings

ANSWER: B C

QUESTION NO: 4

Query Manager allows you to save user queries in categories.

What is the purpose of a category? Note: There are 2 correct answers to this question.

- A. Allows you to schedule the running of queries by category
- B. Enables the query to be saved and printed as a report
- C. Controls access to the saved user query
- D. Groups similar types of user queries

ANSWER: C D

QUESTION NO: 5

You post a goods receipt PO (GRPO). There is NO purchase order to reference.

How will the GRPO affect inventory levels? Note: There are 2 correct answers to this question.

- A. Increases the committed quantity
- B. Increases the in-stock quantity
- C. Decreases the ordered quantity
- D. Increases the quantity available to promise

ANSWER: B D

QUESTION NO: 6

How are defined inventory levels (such as minimum inventory requirements) considered when running the Material Requirements Planning (MRP) wizard?

- A. Supply
- B. Recommendations
- C. Demand
- D. Stock on Hand

ANSWER: A

QUESTION NO: 7

A company wants to be able to restart order numbers at 001 at the beginning of each fiscal year.

How can the company set this up?

- A. Use a prefix indicating the year in the numbering series
- B. Use a period indicator in the numbering series
- C. Use a suffix to identify the year in the numbering series
- D. Use a manual document numbering series

ANSWER: B

QUESTION NO: 8

Which of the following can influence the security level of a transaction in the Cash Flow report?

- A. The due date of the transaction
- B. The transaction type (origin)
- C. The payment terms of the transaction
- D. The amount of the transaction

ANSWER: B

QUESTION NO: 9

The accountant added a new G/L account for employee bonuses. In the journal entry window, this new account does NOT appear in the list of accounts.

What could be the reason?

- A. The new account is defined as relevant for cost accounting.
- B. The new account was defined as a title.
- C. The new account was placed in the wrong drawer.
- D. The new account type is set to Other.

ANSWER: B

QUESTION NO: 10

You have just added a Purchase Order for 50 notebooks. What is the effect of adding this Purchase Order?

A. In stock level stays the same
Committed quantity increases by 50

B. In stock level decreases by 50
Committed quantity increases by 50

C. In stock level stays the same
Ordered quantity increases by 50

D. In stock level increases by 50
Ordered quantity stays the same

ANSWER: C