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QUESTION 1

What is recommended for helping the controller manage the company's cash flow? Please choose the correct answer.

- A. The budget module and the cost accounting.
- B. Profit and loss and the general ledger.
- C. The inventory audit report and the internal reconciliation process.
- D. Customer receivables aging and the dunning process.

Correct Answer: D

QUESTION 2

Company A is using SAP Business One. The company sells tablet computers. One of their prospects has accepted a sales quotation for 10 tablets. After contacting the prospect for finalizing the delivery details it was found that this prospective customer can provide Company A with an offer for new office furniture. Company A is willing to accept this offer. What option concerning the business partner is most logical for Company A to use when executing both transactions in SAP Business One?

- A. Use the business partner type 'Lead' to enter the sales order and delivery, and create a business partner with type 'Vendor' to create the purchase order.
- B. Enter the sales order as a customer sales order with the vendor business partner number entered in the customer code field.
- C. Create a business partner with type 'Customer' then enter the sales order, and then change the business partner type to 'Vendor' in order to create the purchase order.
- D. Create a business partner with type 'Customer', enter the sales order, and then create a business partner with type 'Vendor' to enter the purchase order.

Correct Answer: D

QUESTION 3

The implementation consultant is defining the chart of accounts for Green Studios. James, the CEO of Green Studios, asks what the consultant will do to reflect his customer's transactions in the chart of accounts.

- A. Add an account for each customer in the assets drawer.
- B. Add an accounts receivable control account to the cost of sales drawer.
- C. Add all customer accounts as business partner master data.
- D. Add an accounts receivable control account to the assets drawer

Correct Answer: D

QUESTION 4

Marcus offers a variety of special offers for large customers. All of these offers are based on properties in the item master record. Which type of pricing should he set up?

- A. Period and Volume Discounts
- B. Discount groups
- C. Special prices for business partners
- D. Assigned Pricelists

Correct Answer: B

QUESTION 5

When you preview the predefined print layout for a sales order in Crystal Reports, the system prompts you to enter the DocKey and the ObjectId. What are these two pieces of information?

- A. The layout type (PLD or Crystal Report) and the sales order document number
- B. The sales order document number and the document type
- C. The document type and the customer code
- D. The document type and the database identifier

Correct Answer: B

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