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QUESTION 1

When working with a perpetual inventory system, where should the 'Unit Price' in the Goods Receipt PO default from?

- A. The inventory account defined for each item in the Goods Receipt PO.
- B. The vendor's price list for each item in the Goods Receipt PO.
- C. The valuation method defined for each item in the Goods Receipt PO.
- D. The 'Item Cost' value of each item in the Goods Receipt PO.

Correct Answer: B

QUESTION 2

Which accounts will appear in the balance sheet report?

- A. Sales and expenditures accounts with balances in the selected period
- B. The bank account and the inventory account of the company
- C. Accounts that show gross profit for the current fiscal year
- D. The electricity and the telephone accounts of the company

Correct Answer: B

QUESTION 3

Which of these is the most serious risk factor for implementation project failure?

- A. The customer has not yet ordered the server hardware.
- B. Only a small number of employees will use the system.
- C. You have a time and materials contract with the customer.
- D. The client lead has no time to meet with the consultant.

Correct Answer: D

QUESTION 4

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 5

You are about to request a license file for your customer on the channel partner portal. What information do you need to proceed?

- A. The hardware key from the License Manager
- B. The general authorizations assigned to the user accounts
- C. The site user password
- D. The names of the user accounts defined in SAP Business One

Correct Answer: A

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