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QUESTION 1

What postings are made when a delivery document is created for an item controlled by the moving average method?

- A. A debit to the inventory account and a credit to cost of goods sold
- B. A credit to the inventory account and a debit to cost of goods sold
- C. A credit to the inventory account and a debit to the customer account
- D. A credit to revenue and a debit to cost of goods sold

Correct Answer: B

QUESTION 2

Which of the following documents is the only mandatory document in the sales process?

- A. Delivery
- B. A/R Invoice
- C. Quotation
- D. Sales Order

Correct Answer: B

QUESTION 3

Z Tools would like to use bills of materials to define a tool kit that they sell. However, they would like the option to substitute the items in a tool kit in case some items are not available or the customer prefers a different item. Which type of bill of materials allows for substitutions in a sales document?

- A. A 'production bill of materials'
- B. A 'sales bill of materials'
- C. A 'template bill of materials'
- D. An 'assembly bill of materials'

Correct Answer: C

QUESTION 4

Your customer has a specialized set of 2000 G/L accounts for their industry that must be carried forward to the new SAP Business One system.

What is the best option for entering this chart of accounts?

- A. Select and adapt a predefined Chart of Accounts template.
- B. Enter the G/L account details in a Microsoft Excel spreadsheet then use the '\\Import from Excel\\' utility in SAP Business One.
- C. Create the Chart of Accounts manually in SAP Business One.
- D. Use the Data Transfer Workbench tool to import the Chart of Accounts based on the chart of accounts template spreadsheet.

Correct Answer: D

QUESTION 5

You are in the project preparation phase of a customer implementation at Ruby Manufacturing. So far everything has gone to plan. Which of these could signal an unexpected project overrun?

- A. The company will run the manufacturing add-on from an SAP partner that was recommended.
- B. There are 15 employees who will need to work with SAP Business One.
- C. You hear a rumor that two new logistics warehouses will be opening in the next month.
- D. The production manager will also act as a functional lead on the project.

Correct Answer: C

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