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Question 1

Question Type: MultipleChoice

What settings on the Company Details window are irreversible after a posting has occurred? Note: There are 2 correct answers to this question.

Options:

- A- Use perpetual inventory
- B- Item groups valuation method
- C- Local currency
- D- Enable advanced G/L account determination

Answer:

A, C

Question 2

Question Type: MultipleChoice

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

Options:

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

Answer:

B, C

Question 3

Question Type: MultipleChoice

One of your largest customers is assigned to the Retail Price List You have just negotiated quantity discounts for this customer for certain items based on the Distributor Price List prices These additional discounts

should apply to this only this customer.

Which is the best option for pricing to support this scenario?

Options:

- A-** Create a discount group for this customer alone.
- B-** Add entries to the Period and Volume Discounts for the Distributor Price List.
- C-** Reassign the customer to the Distributor Price List.
- D-** Set up Special Prices for Business Partners for this customer.

Answer:

C

Question 4

Question Type: MultipleChoice

What payment means can be used for outgoing payments in the Payment Wizard? Note: There are 2 correct answers to this question.

Options:

A- Checks

B- Cash

C- Bank transfer

D- Credit card

Answer:

A, C

Question 5

Question Type: MultipleChoice

You have a business partner that is both a customer and a vendor.

Where can you easily check the consolidated total debt of the customer and the connected vendor?

Options:

A- In the Customer Receivable Aging report

B- In the Account Balance window of the customer

C- In the General Ledger report for the customer

Answer:

A

Question 6

Question Type: MultipleChoice

A company wants to track the sales performance of items by different market segments. Examples of these segments include sales to youths, seniors, professionals, and amateurs. These market segments sometimes overlap.

Which functionality can help the company track sales performance for overlapping market segments?

Options:

- A- Customer Groups
- B- Item Properties
- C- Item Groups
- D- Customer Type

Answer:

B

Question 7

Question Type: MultipleChoice

A service representative creates a service call at midnight for a customer with a contract. The contract's service level agreement specifies a resolution time of 8 hours. The service call shows a resolution deadline of noon.

Why is the deadline further out than 8 hours?

Options:

- A- The equipment card contains a different resolution time.

- B-** The time period for resolution begins once a technician is assigned.
- C-** Resolution time calculation is affected by the hours of coverage listed in the contract.
- D-** The response time from the contract is added to the resolution time.

Answer:

B

Question 8

Question Type: MultipleChoice

A manager would like to measure compliance for on-time delivery at a glance.

When the percentage is too low. the manager would like to drill down to view real-time statistics for deliveries, returns, and average time for order fulfillment.

What would you recommend?

Options:

- A- A key performance indicator with an action to open an advanced dashboard
- B- A pervasive dashboard with actions to open additional pervasive dashboards
- C- An advanced dashboard in his cockpit

Answer:

C

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