

# Total Questions: 135

## Latest Version: 7.0

### Question: 1

How many Quotations and Sales Orders could be created for an opportunity?

- A. Multiple Quotations, and Single Sales Order
- B. Multiple Quotations, and Multiple Sales Orders

**Answer: B**

### Question: 2

What of the below is FALSE regarding the colors on the Stage par?

The screenshot shows a CRM interface for a 'Qualified' stage. At the top, there is a bar chart with three segments: green, orange, and red, followed by the text '181k££'. Below this, there is a list of three opportunities:

Opportunity Name	Value	Rating	Activity Status
Trading Cube	78,520.00 E£	3 stars	Overdue (clock icon)
APEX		2 stars	Future (clock icon)
Legal Advisors's opportunity	102,500.00 E£	3 stars	Overdue (clock icon)

- A. When the user clicks on a color, the opportunities related to it will be highlighted and listed first
- B. The colors represent the activities planned on these stage opportunities, the Green is Future Activities, Orange is Today Activities, and Red is Overdue Activities

C. The colors represent the Expiration of the Quotations on the opportunities, the Green is Unexpired Quotations, Orange is Quotations expiring Today, and Red is Expired Quotations

**Answer: C**

### Question: 3

What are the Opportunities that will appear on the Contact form smart button of the Customer?

- A. The Won and Active opportunities only
- B. The Won, Active, and Lost opportunities

**Answer: A**

### Question: 4

Can you add a Sales Order with a Delivery Address other than the customer's main address?

- A. Yes, by define a new Delivery Address on the customer contact and select it on the Sales Order
- B. Yes, but only one Delivery Address is defined per customer, and will be added to all its Sales Orders
- C. No, the Delivery Address will be the Company Address

**Answer: A**

### Question: 5

Can you determine which Warehouse the delivery will be made from on a Sales Order?

- A. No, the delivery is done only from the Main Warehouse
- B. Yes, by selecting the Warehouse on the Delivery options on the Sale Order
- C. Yes, by using the Putaway Rules

**Answer: B**

### Question: 6

If you already added lines to the Sales Order, will the lines' prices be adapted automatically if you changed the pricelist?

- A. No, the user must delete the lines and add them again

- B. Yes, Odoo will automatically update the lines with the Save
- C. No, the user must delete the lines and add them again, or he can click on (Update Prices) button next to the Pricelist field

**Answer: C**

**Question: 7**

What is the effect of this pricelist on a Product with a Cost of \$739?

**Price Computation**

Compute Price	Formula	Based on	Cost
The computed price is expressed in the default Unit of Measure of the product.			
New Price =	Cost -	Price Discount	-30.00 %
Rounding Method	1.00	Min. Margin	0.00
		+	-0.10
		Max. Margin	0.00

- A. The sales price will be \$960.90
- B. The sales price will be \$960.80
- C. The sales price will be \$960.70

**Answer: A**

**Question: 8**

What will be the delivery Scheduled Date when confirming an order on April 1st with a product that has 5 days as a Customer Lead Time, and a Security Lead Time for Sales as 2 days?

- A. April 3rd
- B. April 6th
- C. April 4th

**Answer: C**

**Question: 9**

What is the effect of this product configuration?

## Operations

### Routes

- Dropship
- Manufacture
- Resupply Subcontractor on Order
- Buy
- Replenish on Order (MTO)
- Main: Resupply Subcontractor

[→ View Diagram](#)

- A. If a Sales Order is confirmed for this product, a Manufacturing Order will be auto-generated
- B. If a Manufacturing Order is confirmed for this product, an RFQ will be auto-generated
- C. If a reordering rule set on the product is triggered, an RFQ will be auto-generated

**Answer: C**

## Question: 10

What is the effect of this product configuration?

## Operations

### Routes

- Dropship
- Manufacture
- Resupply Subcontractor on Order
- Buy
- Replenish on Order (MTO)
- Main: Resupply Subcontractor

[→ View Diagram](#)

- A. If a Sales Order is confirmed for this product, a Manufacturing Order will be auto-generated
- B. If a Manufacturing Order is confirmed for this product, an RFQ will be auto-generated
- C. If a reordering rule set on the product is triggered, an RFQ will be auto-generated

**Answer: A**

## Question: 11

What is the effect of this product configuration?

### Operations

#### Routes

- Dropship
- Manufacture
- Resupply Subcontractor on Order
- Buy
- Replenish on Order (MTO)
- Main: Resupply Subcontractor

[→ View Diagram](#)

- A. If a Sales Order is confirmed for this product, an RFQ will be auto-generated, the product will be received, and the delivery will be made to the Customer Location
- B. If a Sales Order is confirmed for this product, an RFQ will be auto-generated, and the delivery will be made from Vendor Location to Customer Location
- C. If a Sales Order is confirmed for this product, a Manufacturing Order will be auto-generated

**Answer: B**

## Question: 12

If you created a Purchase Agreement and its Selection Type is one RFQ, what will happen if you created 3 Quotations and confirmed one of them?

- A. The confirmed Quotation will be a Purchase Order, all other quotations will be canceled, and the Agreement status will be Closed
- B. The confirmed Quotation will be a Purchase Order, the user can confirm the other quotations, and can create more quotations from the Agreement also
- C. The confirmed Quotation will be a Purchase Order, the user can confirm the other quotations, and the Agreement status will be Closed

**Answer: A**

## Question: 13

If you created a Purchase Agreement and its Selection Type is multiple RFQ, what will happen if you created 3 Quotations and confirmed one of them?

- A. The confirmed Quotation will be a Purchase Order, all other quotations will be canceled, and the Agreement status will be Closed
- B. The confirmed Quotation will be a Purchase Order, the user can confirm the other quotations, and can create more quotations from the Agreement also
- C. The confirmed Quotation will be a Purchase Order, the user can confirm the other quotations, and the Agreement status will be Closed

**Answer: B**

### Question: 14

If you have a Purchase Agreement with (Blanket Order) type and the Quantity of a product on the lines is 500 Units, if you already ordered 375 Units, can you order additional 250 Units of this product on the same Agreement?

- A. Yes
- B. No

**Answer: A**

### Question: 15

Where can you define the Vendor Delivery lead Time?

- A. On the Vendor
- B. On the Warehouse
- C. On the Product

**Answer: C**

### Question: 16

If you received a quantity from a product in the stock, assuming this product unit cost before receiving was \$100, which of the below cases will result in a Cost change of this product?

- A. The Product costing method is "Average Cost" and the new unit cost in this PO is less/higher than \$100
- B. The Product costing method is "Average Cost" and the new unit cost in this PO is equal \$100

C. The Product costing method is “First in First Out” and the new unit cost in this PO is less/higher than \$100

**Answer: A**

### Question: 17

If you have a product with this configuration, and its current Quantity is 20 Units with a cost of \$100/Unit. What will be the product cost if you received additional 10 Units for \$15/Unit?

#### Inventory Valuation

Costing Method	Standard Price
Inventory Valuation	Automated

- A. \$100
- B. \$71.67
- C. \$15

**Answer: A**

### Question: 18

Can you add more products on a confirmed Purchase Order?

- A. Yes, if it is not Locked
- B. No


**Answer: A**

### Question: 19

If you have this product (TV Stand) in your stock, which its stock level on April 7th became below the reordering rule minimum quantity required as a Safety Stock. Based on this screenshot, is Odoo going to generate a Purchase Order, from which Vendor, how many units, and the Unit price?

Go to Website	11.00 Units On Hand	6.00 Units Forecasted	Product Moves	Min: 10.00 Max: 17.00	0 Bill of Materi...	0 ECOs	More
---------------	---------------------	-----------------------	---------------	-----------------------	---------------------	--------	------

<b>TV Stand</b>								
<input checked="" type="checkbox"/> Can be Sold								
<input checked="" type="checkbox"/> Can be Purchased								
<input type="checkbox"/> Can be Expensed								
General Information	Variants	Sales	eCommerce	Point of Sale	Purchase	Inventory	Accounting	
Vendor	Subcontracted	Currency	Start Date	End Date	Unit of Measure	Price	Delivery Lead Time	
In & Out	<input type="checkbox"/>	EGP	01/01/2021	03/31/2021	Units	85.00	1	
Ashley	<input type="checkbox"/>	EGP	04/01/2021	04/30/2021	Units	92.00	1	
In & Out	<input type="checkbox"/>	EGP	04/01/2021	04/30/2021	Units	76.00	1	

- A. No Purchase Order will be generated
- B. Yes, Ashley, 11 Units, \$92/Unit
- C. Yes, In & Out, 11 Units, \$76/Unit

**Answer: B**

**Question: 20**

Can you use the same Stage with more than one project?

- A. No, each project has its own Stages
- B. Yes, the Stages are sharable between projects

**Answer: B**

**Question: 21**

Based on the settings of this project, which users will see it?

<b>New Design</b>			
Name of the tasks: Tasks			
Description		Settings	
Project Manager	 Yossef Elsherif	Analytic Account	New Design
Customer	Capital Portal	Visibility	Invited internal users

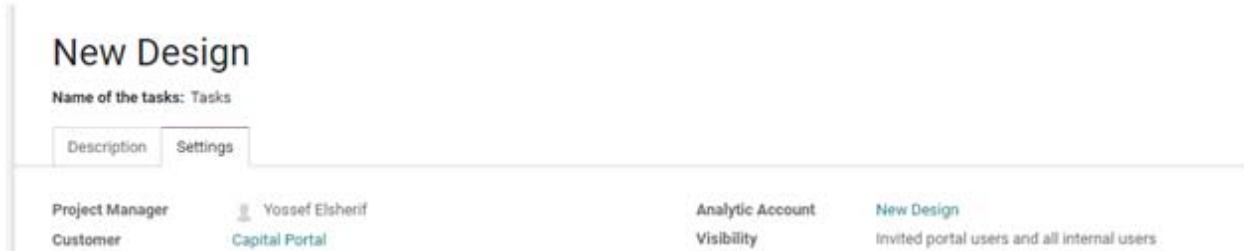
- A. All users with Project access as “Administrator”, and the users with Project access as “User” which are added to the (Allowed Internal Users) only
- B. All users with access to the Project module
- C. All users with access to the Project module, and all portal users added to the (Allowed Portal Users) will see it also on their online account



**Answer: A**

## Question: 22

Based on the settings of this project, which users will see it?



- A. All users with Project access as “Administrator”, and the users with Project access as “User” which are added to the (Allowed Internal Users) only
- B. All users with access to the Project module
- C. All users with access to the Project module, and all portal users added to the (Allowed Portal Users) will see it also on their online account

**Answer: C**

## Question: 23

If you have an asset that will not be used currently, and it will return to service after a while. What option you may use to do this action?

- A. Archive the asset when it's out of service, then Unarchive it when it is used again
- B. Use the (Pause Depreciation) option to set the asset on Hold, then Resume Depreciation when it's back to service
- C. Reset the Asset to Draft when it's out of service, then Confirm it back when it is used again

**Answer: B**

## Question: 24

Can you add an asset using the Declining Depreciation method?

- A. No
- B. Yes

**Answer: B**

## Question: 25

What is the purpose of the Fiscal Position on the customer form?

- A. If defined on a customer, you can apply another Tax mapping and Income account for this customer invoices
- B. To define the customer Credit Limit

**Answer: A**

## Question: 26

Based on this approved budget, the Theoretical amount of \$97,808.22 means what?

The screenshot shows the SAP Budgets / Project X budget interface. The main title is "Project X budget". The responsible user is "Yossef Elsharif". The period is "01/01/2021 - 12/31/2021". The company is "iValue". Below this, there is a table of budget lines. The table has columns: Budgetary Position, Analytic Account, Start Date, End Date, Paid Date, Planned Amount, Practical Amount, Theoretical Amount, and Achievement. The data row shows: Project X, 01/01/2021, 12/31/2021, \$ 420,000.00, \$ -47,500.00, \$ 97,808.22, and -49.01%. There is also an "Entries..." link next to the achievement percentage.

Budgetary Position	Analytic Account	Start Date	End Date	Paid Date	Planned Amount	Practical Amount	Theoretical Amount	Achievement
Project X		01/01/2021	12/31/2021		\$ 420,000.00	\$ -47,500.00	\$ 97,808.22	-49.01%

- A. It's the actual amount spent for this budget, but its entries are not posted yet
- B. It's the amount that was supposed to be spent till now, considering the budget's period and the current date
- C. It's the amount of the bills issued for this budget, but it was not paid yet

**Answer: B**

## Question: 27

When your accounting period is ended, and you have totally finished all your adjustments and reconciliation, how can you prevent anyone from doing any changes including yourself?

- A. By using the Lock Dates option and set (Lock Date for All Users) to close the period

B. By using the Lock Dates option and set (Lock Date for Non-Advisers) to close the period

**Answer: A**

## Question: 28

When you reconcile a statement, what does this blue line means?

The screenshot shows a reconciliation interface with a table of transactions. The table has columns for account number, date, description, and amount. A row is highlighted with a blue line, indicating a registered payment.

Account	Date	Description	Amount
111102	03/25/2021	Collect	\$ 470.00
121000		Open balance	\$ 470.00
101402	03/27/2021	CSHS/2021/03/0003: Customer Payment \$ 470.00 - Customer 123 - 03/27/2021 : INV/2021/03/0002	\$ 470.00
121000	03/27/2021	INV/2021/03/0004	\$ 470.00
121000	02/05/2021	INV/2021/02/0001	\$ 19.10
101402	03/16/2021	BNK1/2021/03/0002: Customer Payment 1,000.00 EE - Customer 123 - 03/16/2021 : INV/2021/03/0001	\$ 63.68

- A. It's a registered payment
- B. It's an open Invoice
- C. It's a payment with foreign currency

**Answer: A**

## Question: 29

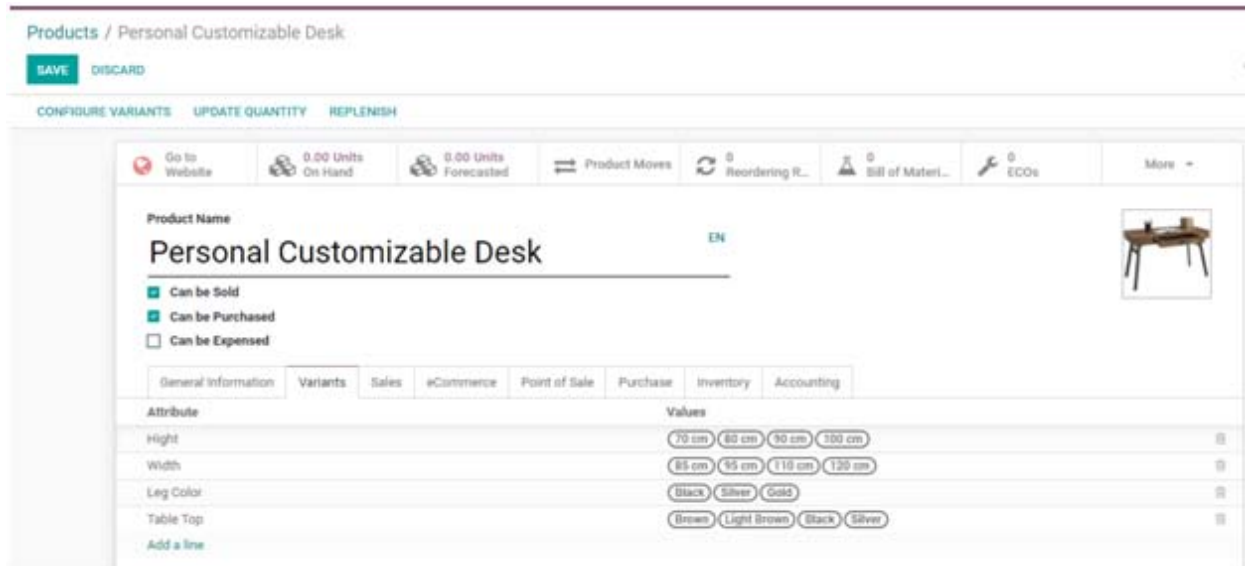
If an Invoice is created in a Tax Locked period, what will happen?

- A. The user cannot confirm the invoice, and he must change the date to a non-tax locked period
- B. The Invoice will be posted, but the Accounting Date will be changed to the next available date after the locked period

**Answer: B**

## Question: 30

According to the above screenshot, how many variants will be generated for this product?



- A. 23 variants
- B. No variant will be generated, as no stock yet added for the item
- C. 192 variants, assuming all attributes' Variants Creation Mode is Instantly

**Answer: C**

### Question: 31

Which of the below statements are TRUE regarding the product variants?

- A. Each variant will be stored separately
- B. Each variant could have a different Internal Reference
- C. Each variant could have a different image
- D. All of the above
- E. Answer 1 and 2 only

**Answer: D**

### Question: 32

When you have multiple variants available for the product, how can you get the option on the above screenshot on the purchase order?

Choose Product Variants

Personal Customizable Desk	70 cm	80 cm	90 cm	100 cm
85 cm • Black • Brown	0	0	0	0
95 cm • Black • Brown	0	0	0	0
110 cm • Black • Brown	0	0	0	0
120 cm • Black • Brown	0	0	0	0
85 cm • Silver • Brown	0	0	0	0
95 cm • Silver • Brown	0	0	0	0
110 cm • Silver • Brown	0	0	0	0
120 cm • Silver • Brown	0	0	0	0
85 cm • Gold • Brown	0	0	0	0
95 cm • Gold • Brown	0	0	0	0
110 cm • Gold • Brown	0	0	0	0
120 cm • Gold • Brown	0	0	0	0
85 cm • Black • Light Brown	0	0	0	0
95 cm • Black • Light Brown	0	0	0	0
110 cm • Black • Light Brown	0	0	0	0

CONFIRM CLOSE

- A. It's automatically available for the attributes with Dynamically creation mode
- B. It's automatically available for the attributes with Instantly creation mode
- C. By Activating the Variant Grid Entry on Purchase setting

**Answer: C**

**Question: 33**

Is it possible to purchase a Product using different Unit of Measures?

- A. No, each product will have a single Unit of Measure per company
- B. Yes, any product can be purchased with any Unit of Measure
- C. Yes, but only if it is in the same UOM category

**Answer: C**

**Question: 34**

Assuming this Product Category configuration, if you increase the stock level on one of its products that has cost on its form, what is the journal entry generated?

Product Categories / Finished

EDIT CREATE Action

**Logistics**

Routes Resupply Subcontractor on Order

Force Removal Strategy

**Inventory Valuation**

Costing Method Average Cost (AVCO)

Inventory Valuation Automated

**Account Properties**

Price Difference Account

Income Account 4000002 Local Revenue

Expense Account 110200 Stock Interim (Received)

**Account Stock Properties**

Stock Valuation Account 110100 Stock Valuation

Stock Journal Inventory Valuation

Stock Input Account 110200 Stock Interim (Received)

Stock Output Account 500000 Cost of Goods Sold

- A. Debit: Stock Valuation Account, Credit: Stock Input Account
- B. Debit: Stock Output Account, Credit: Stock Valuation Account
- C. Debit: Stock Input Account, Credit: Stock Valuation Account

**Answer: A**

**Question: 35**

If a product unit cost is \$15, its product category Costing is AVCO, and you want to add 230 units to the stock. What is the Debit value on the Journal Entry generated on that move?

- A. No journal entry will be generated
- B. If the Product Category has Automated inventory valuation, the value will be \$3450
- C. If the Product Category has Manual inventory valuation, the value will be \$3450

**Answer: B**

**Question: 36**

Where can you define the Stock Valuation Account?

- A. On the Product level only
- B. On the Product Category only
- C. On the Product level or the Product Category level

**Answer: B**

### Question: 37

If you change the Cost on the product form, what will occur?

- A. A journal entry will be generated to reduce the product cost, assuming Automated inventory valuation
- B. A journal entry will be generated to reduce the product cost, assuming Manual inventory valuation
- C. A stock move will be generated to reduce the value

**Answer: A**

### Question: 38

You have 100 Units of the Product (Fabric Chair) in your stock, with a unit cost as \$120. If you purchased 50 Units for \$115 per unit, which of the below statement is FALSE regarding the unit cost after the receiving?

- A. Assuming Automated inventory valuation and Average costing method, the Unit cost will be \$118.33
- B. Assuming Automated inventory valuation and FIFO costing method, the Unit cost will be \$118.33
- C. Assuming Automated inventory valuation and Standard costing method, the Unit cost will be \$120

**Answer: B**

### Question: 39

If you sold 30 units from the Product (Fabric Chair), Will the delivery change the product Unit Cost?

- A. No
- B. Yes

**Answer: A**

### Question: 40

Assuming the above configuration, what is the journal entry generated from the stock receipt move?

## Product Categories / Finished

EDIT

CREATE

### Finished

Parent Category

### Logistics

Routes

Force Removal Strategy

### Inventory Valuation

Costing Method      Average Cost (AVCO)

Inventory Valuation      Manual

- A. Debit: Stock Valuation Account, Credit: Stock Input Account
- B. Debit: Stock Input Account, Credit: Stock Valuation Account
- C. No entry will be generated

**Answer: C**

## Question: 41

If the product (Wood Polish) has an expiration date, how can you control it in the stock?

- A. By define a Tracking option on the product and set the Expiration Time, Odoo will count the time based on the current date and it could be changed then stored
- B. By adding the Expiration Date on the stored units from On Hand quantities
- C. By define a Tracking option on the product and set the Expiration Time, Odoo will count the time based on the current date only then store it

**Answer: A**



### Question: 42

Can you allocate the Landed Cost based on the Product Weight?

- A. No, it could be allocated only equally or by cost
- B. Yes, by select the option and add the weight on the weight field on the Landed Cost Line.
- C. Yes, by selecting the option on the Landed Cost line, and define the product weight on the Inventory tab on the Product form

**Answer: C**

### Question: 43

If you confirmed a Sales Order with a Product, will it affect the Forecasted quantity of this product?

- A. Yes, once the Sales Order is confirmed
- B. Yes, but only if the quantity is Reserved from the stock
- C. No, the Forecasted quantity will be updated only when the ordered quantity is moved the stock

**Answer: A**

### Question: 44

Which of the below transactions will not affect the Product Forecasted quantity?

- A. Confirming a Sales Order with enough quantity on Hand
- B. Confirming a Purchase Order for this product
- C. Validating a delivery for a confirmed Sales Order for this product

**Answer: C**

### Question: 45

Can you have more than one Bill of Material for the same product?

- A. Yes
- B. No

**Answer: A**

## Question: 46

The company (Wood Art) is manufacturing a product (Office Desk), this product consumes wood layers and after its production, it produces also a (Sawdust), which is sold later to another customer. What option you could use to record this produced (Sawdust)?

- A. It will be added manually after the close of the Manufacturing Order
- B. It will be defined as a By-Product on the Bill of Material and it will be added automatically with the related Work Order

**Answer: B**

## Question: 47

If you have a Bill of material for the product (Desk K12), and you use the Work Center (Assembly Station 1) with this setting in its operation. Assuming no other Work Orders on the Assembly Work Center, what will happen when you confirm MO with 10 Units?

Work Center Name: Assembly Station 1  
Alternative Workcenters

General Information | Equipment

Production Information

Time Efficiency: 100.00 %  
Capacity: 8.00  
OEE Target: 90.00 %

Product: Desk K12  
Product Variant:   
Quantity: 1.00 Units  
Reference:   
BoM Type: Manufacture this product  
Company: I Value

Components | Operations | By-products | Miscellaneous

Operation	Steps	Work Center	Duration (minutes)
Cutting	0	Wood Station	30:00
Assembly	0	Assembly Station 1	60:00
Painting	0	Painting Station	40:00

- A. Two Work Orders will be created on this Work Center
- B. The Expected Duration for the Work Order on this Work Center will be multiplied
- C. The Manufacturing Order will not be Planned, as the Capacity is not enough

**Answer: B**

## Question: 48

What is the effect of this defined time on the Work Center?

<b>Work Center Name</b>	Wood Station
<b>Alternative Workcenters</b>	

<b>General Information</b>	<b>Equipment</b>
----------------------------	------------------

### Production Information

<b>Time Efficiency</b>	100.00 %
<b>Capacity</b>	1.00
<b>OEE Target</b>	90.00 %
<b>Time before prod.</b>	10:00 minutes
<b>Time after prod.</b>	20:00 minutes

- A. Any Operation on this Work Center will have an extra 30 minutes added to its Expected Duration
- B. The Operation on this Work Center will have an extra 10 minutes added to its Expected Duration
- C. The Operation on this Work Center will have an extra 10 minutes added to its Expected Duration, and the next Operation on the MO will have an extra 20 minutes added to its Expected Duration

**Answer: A**

## Question: 49

Can you change the Quantity To Produce after the Manufacturing Order is confirmed?

- A. No, once confirmed, the MO Quantity cannot be changed
- B. Yes, by click on the Number on the field, update the (Quantity To Produce), and Approve
- C. Only before the MO is planned, the user can update the quantity

**Answer: B**

### Question: 50

What is the (CHECK AVAILABILITY) button on the Manufacturing Order will do?

- A. It will check the Availability of the Work Centers
- B. It will Reserve the Components from the Stock

**Answer: B**

### Question: 51

How can you scrap a broken component during the manufacturing process?

- A. From the Scrap option on the Manufacturing Order
- B. From the Scrap option on the Work Order
- C. From the Scrap option on the Manufacturing Order or the Work Order

**Answer: C**

### Question: 52

When is the MO status is changed to (TO CLOSE)?

- A. Only when the Components are consumed
- B. Only when the Components are consumed and all Operations are Finished
- C. Only when the Quantity Produced is equal to the Quantity to Produce

**Answer: C**

### Question: 53

If you produce a product which its Bill of Material has a By-Product, when is this By-Product will be produced?

- A. When the Manufacturing Order is Marked as Done
- B. Always after the first Work Order is finished
- C. After the first Work Order is finished, unless the Operation for the By-Product is configured on BOM, then it will be produced when this operation is Finished

**Answer: C**

## Question: 54

If you consumed components more than planned in BOM, is this extra component cost will be added to the finished product cost?

- A. Yes, the extra consumption will be added to the finished product cost, and will appear on the MO Cost Analysis
- B. No, the extra consumption will be considered as an adjustment loss, but will appear on the MO Cost Analysis

**Answer: A**

## Question: 55

If you have this BOM for the product (Modern Desk). The components cost per unit are \$10 for Wood Layer, \$70 for Metal Leg, and \$120 for Woodshield, and the cost per hour for the Work Centers are \$30 for Wood Station, \$25 for Assembly Station 1, and \$45 for Painting Station. Assuming Automated Inventory Valuation, if you produced 1 unit of Modern Desk with the exact material consumption, and the Real Duration as Expected, what is the cost of this finished Unit?

Product	Modern Desk	Reference	
Product Variant		BoM Type	Manufacture this product
Quantity	1.00 Units	Company	I Value
<b>Components</b>   Operations   By-products   Miscellaneous			
Component	Quantity	Product Unit of Measure	Consumed in Operation
Wood Layer	3.00	Units	Cutting - Modern
Metal Leg	1.00	Units	Assembly - Modern
Woodshield	0.50	kg	Painting - Modern

<b>Operations</b>   Components   By-products   Miscellaneous			
Operation	Steps	Work Center	Duration (minutes)
Cutting - Modern	0	Wood Station	60:00
Assembly - Modern	0	Assembly Station 1	60:00
Painting - Modern	0	Painting Station	60:00

- A. \$300
- B. \$200
- C. \$260

**Answer: C**

## Question: 56

What will happen when you confirm a Sales Order with a product that has a BOM Type “Kit”?

- A. A Delivery Order will be created with the components of this BOM
- B. A Manufacturing Order will be created to produce this product
- C. A Manufacturing Order will be created to produce this product, and a Purchase Order will be created to purchase the components of its BOM

**Answer: A**

**Question: 57**

Can you use a Bill of Material with type “Kit” on the Manufacturing Order?

- A. Yes
- B. No

**Answer: B**

**Question: 58**

What is the (Indirect Demand Forecast) for the Master Desk?

	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	Week 20	Week 21	We
Master Desk by Units - Main	0.00	10.00	15.00	20.00	25.00	30.00	35.00	40.00	
- Actual / Forecasted Demand	0.00 / 0.00	0.00 / 0.00	0.00 / 0.00	0.00 / 0.00	0.00 / 0.00	0.00 / 0.00	0.00 / 0.00	0.00 / 0.00	0.00 /
- Indirect Demand Forecast	10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
+ Actual / Suggested Replenishment REPLENISH	5 / 10	5.00 / 10.00	0.00 / 5.00	0.00 / 5.00	0.00 / 5.00	0.00 / 5.00	0.00 / 5.00	0.00 / 5.00	0.00 /
+ ATP / Forecasted Stock	10	20.00 / 10.00	15.00 / 15.00	20.00 / 20.00	25.00 / 25.00	30.00 / 30.00	35.00 / 35.00	40.00 / 40.00	45.00 / 45.00

- A. The demand coming from a validated Sales Order with this Product
- B. The demand coming from a validated Manufacturing Order for a product where the Master Desk is one of its components
- C. The demand needed to fulfil the Forecasted Stock for a product that has a Master Schedule where the Master Desk is one of its components

**Answer: C**

**Question: 59**

Can you use the Engineering Change Order to update the manufactured product configurations?

- A. No, the ECO is used to update the BOM only
- B. Yes, the ECO is used either to update the Product or its BOM

**Answer: B**

### Question: 60

Can you apply approvals on the ECO document?

- A. Yes, manually add the user and approval type on the ECO Type
- B. Yes, manually add the user and approval type on the ECO Stage
- C. Yes, manually add the user and approval type on the ECO Document

**Answer: B**

### Question: 61

Can you determine who is using an Equipment?

- A. Yes, either an employee, department, or both
- B. No, the equipment is defined only on which Work Center it is used

**Answer: A**

### Question: 62

Can you restrict a Recruitment stage for a certain Job Position/s?

- A. NO
- B. Yes, by selecting the Position/s on the Job Specific field on the stage
- C. Yes, by selecting the Recruitment Stages on the Job Position

**Answer: B**

### Question: 63

How the user can refuse an applicant during the Recruitment process?

- A. By clicking Refuse on the application, and he must add a Refuse Reason

B. By clicking Refuse on the application, but the Refuse Reason is optional

**Answer: B**

**Question: 64**

Can you add more than one Contract for the same employee?

- A. No
- B. Yes, but each "Running" and "Expired" status can have one contract only for the employee
- C. Yes, but the user can add one contract only for the employee on the "Running" status

**Answer: B**

**Question: 65**

How can you add the (Bank Account Number) for the employee?

The screenshot shows a web interface for adding a new employee. At the top, it says "Employees / New". Below this are two buttons: "SAVE" (highlighted in teal) and "DISCARD". The form is divided into sections. The "Work Email" section includes a "Company" dropdown. Below that are two tabs: "Resumé" and "Work Infor". The "Private Contact" section contains several fields: "Address", "Email", "Phone", "Bank Account Number", and "Home-Work Distance".

A. By adding the Private Address (Contact) for this employee, and select the bank account added on this address



- B. By adding the Private Address (Contact) for this employee, and select the bank account
- C. By creating a Bank Account in accounting and select it on the employee

**Answer: A**

### Question: 66

Can you force the employee to enter a PIN code when checking In or Out the attendance on the Kiosk mode?

- A. No, the employee can check in or out without any validation
- B. Yes, by activating the Employee PIN option and define it on the Employee

**Answer: B**

### Question: 67

Can you add attendance for an employee as Check Out only?

- A. Yes, the attendance log could be a Check In or Check Out
- B. No, the attendance log must have a Check In

**Answer: B**

### Question: 68

Where are the approval levels configured for the Time Off Request?

- A. On the Time Off Officer user
- B. On the Time Off Type
- C. On Employee Departments

**Answer: B**

### Question: 69

Can you allocate a Time Off balance for a group of employees in different department?

- A. No, Time Off allocation are available only for a certain employee or a whole department
- B. Yes, by using Employee Tag, and add this tag on these employees

**Answer: B**

### Question: 70

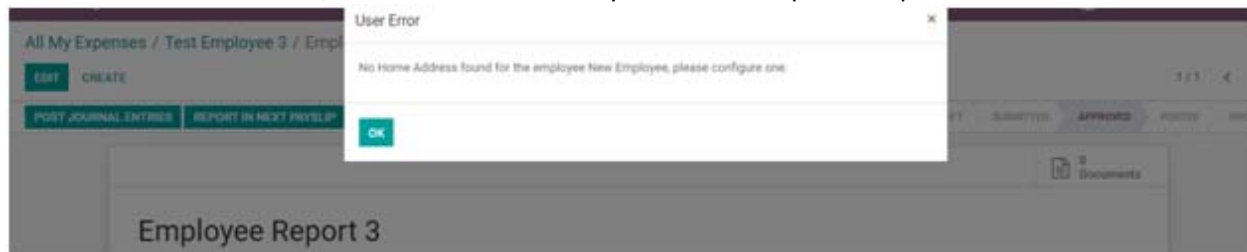
When the Expense is reported as Paid By Company, what is the Type of the Journal available to post the expense amount?

- A. Only Journals with (Purchase) Type
- B. Journals with (Cash) or (Bank) Type only

**Answer: B**

### Question: 71

What does this error mean, and how to fix it when you Post the Expense Report?



- A. The Address is not added on the Employee Private Information, so the user must add an address (Contact) on the employee. This error will appear only if the Expense Report is Paid by Employee.
- B. The Bank Account is not added on the Employee Private Information, so the user must add the Bank Account on the employee. This error will appear only if the Expense Report is Paid by Employee.
- C. No Expense Journal is available to post the report

**Answer: A**

### Question: 72

How can you add Analytic Account to the Payslip's journal entry?

- A. By adding the Analytic Account to the Employee contract or the Salary Rule accounting settings
- B. By defining the Analytic Account on Employee Department
- C. By defining the Analytic Account on the Payslip

**Answer: A**

## Question: 73

Where is the spreadsheet saved?

- A. On the Document app, if the user selected it. Otherwise, it will be saved on the module Reporting menu
- B. On the Document app directly
- C. On the user dashboard

**Answer: B**

## Question: 74

What type of reports view the user can insert into a Spreadsheet?

- A. Graph and Pivot views
- B. Pivot view only
- C. Graph, List, or Pivot views

**Answer: B**

## Question: 75

What will happen if the user selected to insert this report to the “Invoice by Product” spreadsheet?



- A. The current report on the spreadsheet will be discarded and will be replaced with the new report
- B. The new report will be added to a new Sheet on the same Spreadsheet

**Answer: B**

## Question: 76

If the pivot data is changed, when it will appear on its Spreadsheet?

- A. When the user clicks on "Update Workspace Data"
- B. When the Spreadsheet is re-opened/refreshed

**Answer: B**

### Question: 77

Can you set custom access rights for each Workspace?

- A. Yes, the user can define the Group/s with the Write and Read access, and limit the Read access to the Owned Document also.
- B. Yes, all users with access to the Workspace has the same rights

**Answer: A**

### Question: 78

Which of the below relational fields does not exist in Odoo?

- A. many2one
- B. many2many
- C. one2one

**Answer: C**

### Question: 79

On Studio edit mode, what are the fields in the "New Fields" section?

- A. The fields already added to the model
- B. The fields already added to the model but invisible
- C. The field types available for the user to add

**Answer: C**

### Question: 80

You need to add a custom dropdown field on a model, which will consist of 7 values and not likely to have more values. Which field type you should use to add this dropdown?

- A. A selection field
- B. A many2one field
- C. A many2many field

**Answer: A**

**Question: 81**

What is the type of this “Manufacturing Mode” field?

The screenshot shows a contact form for 'Jotun'. At the top, there are radio buttons for 'Individual' and 'Company', with 'Company' selected. The company name 'Jotun' is displayed. The form includes fields for 'Company Address' (Street 1: Stockfleths gate 11, Street 2: Sandefjord, State: 3210, Country: Norway), 'Tax ID' (e.g. BE0477472701), 'Phone', 'Mobile', 'Email', 'Website Link' (http://jotun.com), 'Language' (English (US)), and 'Tags'. The 'Manufacturing Mode' field is highlighted with a blue box and contains two radio buttons: 'Own Factory' (selected) and 'Subcontracting'.

- A. A selection field with a radio widget
- B. A many2one field with a radio widget
- C. A many2many field with a radio widget

**Answer: A**

**Question: 82**

Can you configure a field to be a Required field?

- A. Yes, from the fields Properties side menu
- B. Yes, but only when the field is initially created

**Answer: A**

**Question: 83**

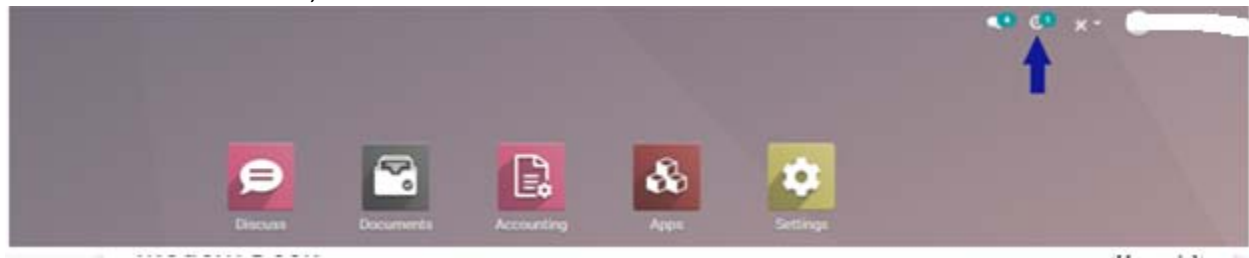
Can you configure a field to be visible only based on another condition (e.g., the Tax ID will be visible only if the contact is a company)?

- A. No, this action needs a custom module
- B. Yes, by make the field Invisible and add a Conditional Domain

**Answer: B**

### Question: 84

What does this icon mean, what it is used for?



- A. It will show the World time for the user selected timezone
- B. It will show the time for all attendees in the user's scheduled meetings
- C. It will show the list of planned activities for the user

**Answer: C**

### Question: 85

How the user can use his/her preferred language?

- A. The user can only use the language of the company
- B. The user can use any language the administrator has activated from "My Profile"
- C. The user must request a permission from the administrator to use another language

**Answer: B**

### Question: 86

Can the user change the date format from Month/Day/Year to Day/Month/Year?

Customer Invoice

INV/2020/12/0004

Customer DHL  
Westar Boulevard 360  
Westerville OH 43082  
United States  
Delivery Address DHL  
Payment Reference INV/2020/12/0004

Invoice Date 12/22/2020  
Due Date 12/22/2020  
Journal Customer Invoices in USD  
Electronic invoicing Sent

- A. Yes, from Date Format on the language, with the developer mode activated
- B. No, the date format is default per the company country region
- C. Yes, from Date Format on the General Settings of the company

**Answer: A**

**Question: 87**

What is the use of this icon?



- A. To plan an activity for other users, but the administrator must give you the (Productivity) access
- B. To plan an activity for users
- C. To plan an activity for other employees

**Answer: B**

**Question: 88**

Which of the below statements is FALSE regarding the Invoice sequence?

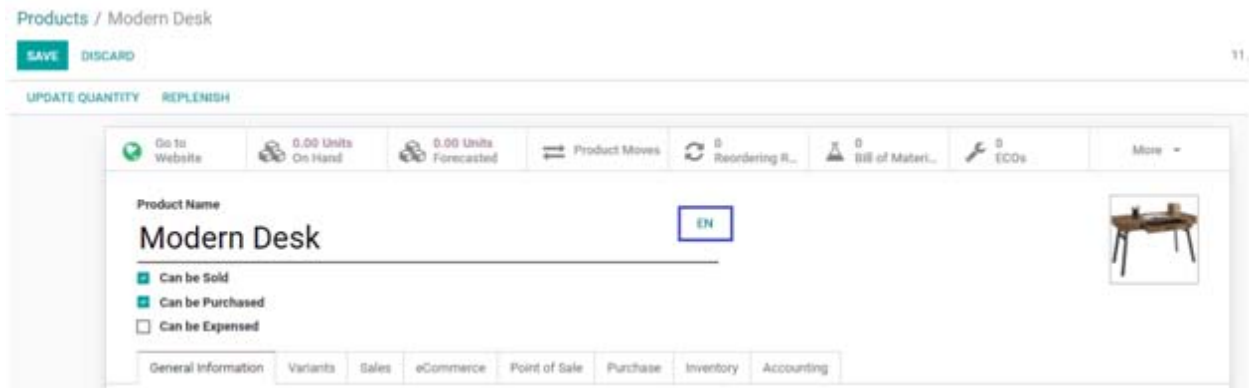


- A. You can modify the sequence structure any time from the journal of the invoice
- B. You can set the sequence structure on the first invoice
- C. You can Resequence the invoice at any time from the list view

**Answer: A**

**Question: 89**

What does this small icon next to the Product name does not mean?



- A. It means that another Language/s is activated, and the user can click on it and set the translation value for each Language/s
- B. It is a Language Code, if the Website app is activated, this product will be visible only to visitors from the countries speaks this language
- C. It means that another Language/s is activated, and each user may see another translated value (if set) based on his/her profile preferences

**Answer: B**

**Question: 90**

Can you use this block (Marked in Blue) in different places on your website?





- A. No, you need to design the block again each time
- B. Yes, you can save the block to use it in many places
- C. Yes, you can send the block to the page you want it in using the Send Block button

**Answer: B**

### Question: 91

On the user Portal account, which of the below documents is not available?

- A. Quotations, Sales Orders, and Invoices
- B. Manufacturing Orders, Work Orders, and Maintenance Requests
- C. Projects, Tasks, and Timesheet

**Answer: B**

### Question: 92

Which of the below statements is FALSE Regarding the Website designing?

- A. Odoo offer 12 fonts only, and you have to choose from it
- B. You can add any Google Font to the Website
- C. You can custom different fonts for Headings & Buttons
- D. Fonts are customizable only for the whole theme, not the blocks

**Answer: A**

### Question: 93

Do you have to create the same Building Blocks for each theme?

- A. No, all Building Blocks are shared across all themes and websites
- B. Yes, each theme has its own Building Block style
- C. No, Building Blocks could be shared between themes, but it will not be shared for other Website, each website must have a new Blocks

**Answer: A**

### Question: 94

Can the user navigate between websites while browsing?

- A. No, the user must leave the website and select the other website when clicks on (Go to Website)
- B. Yes, with "Multi-website" access right

**Answer: B**

### Question: 95

If the Recruitment module is installed, how can you publish a new job on the website?

- A. Only by creating the Job Position first and then publish it on the website
- B. Only from the (+ New) option on the website edit top bar, add (Job Offer), and edit its details
- C. Both above answers are correct

**Answer: C**

### Question: 96

Can you allow customers to Schedule an Appointment on the website?

- A. Yes, by installing the (Appointments) App, and select the option (Online Appointment) on the Website setting
- B. Yes, by installing the (Appointments) App, create and publish an Online Appointment, and add the Calendar page on a website menu

**Answer: B**

### Question: 97

How can you allow the customer to select with whom he wants to schedule the appointment?

The screenshot shows the 'Schedule an Appointment' interface. At the top right, there are three tabs: 'Appointment', 'Time', and 'Confirmation'. The 'Appointment' tab is selected. Below the tabs, there is a dropdown menu for 'Appointment' with 'Odoo Consultation' selected. Underneath, there is a 'With:' label followed by a dropdown menu showing 'Youssef Elsherif'. A 'View Availabilities' button is positioned below the 'With:' dropdown.

- A. By adding the Available Employees on the Appointment setting and define it as (Chosen by the Customer)
- B. By selecting the option (Chosen by the Customer) on the Appointment tab on the Employee form

**Answer: A**

### Question: 98

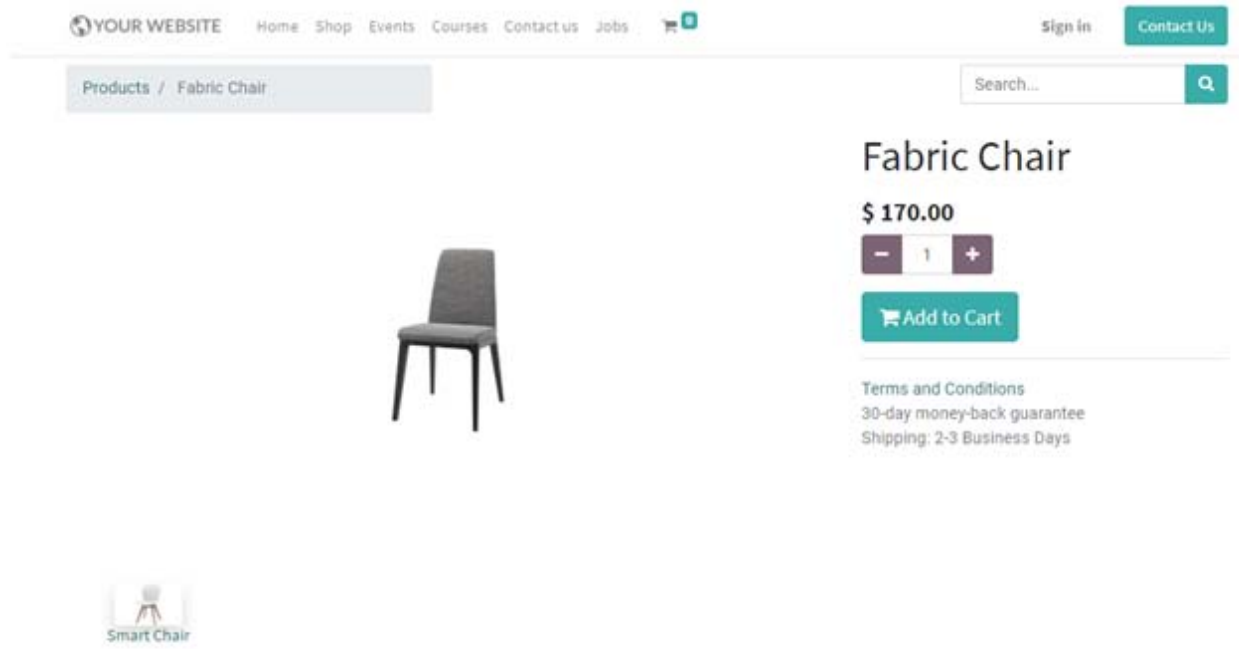
How can you publish your products in the Website?

- A. All products are automatically published if the Website app is installed
- B. If eCommerce is installed, the product Can be Sold, click Go to Website from the product form, and publish it from the toggle checkbox on the header editor
- C. Only if the shop is active, products will be published automatically once created
- D. Direct Publishing from the Product form

**Answer: B**

### Question: 99

When the customer is visiting a product page, what option you have to choose to show a similar product as the below (Smart Chair)?

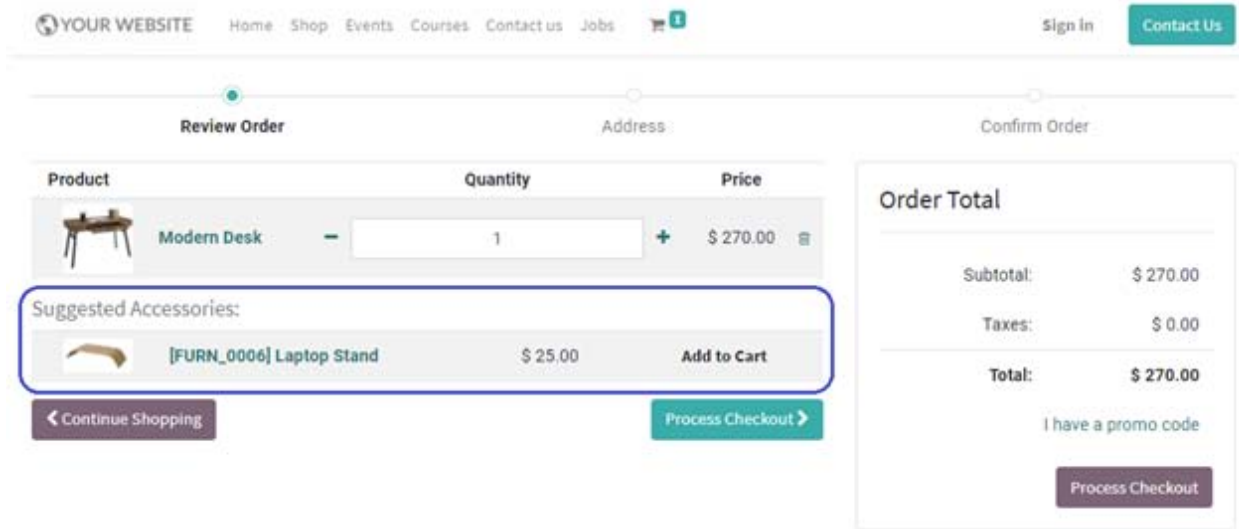


- A. Alternative Products (upsell)
- B. Accessory Products (cross-sell)
- C. Optional Products (cross-sell)

**Answer: A**

## Question: 100

How can you show the customer other optional products to add to cart while reviewing the order before checkout?



- A. Alternative Products (upsell)
- B. Accessory Products (cross-sell)
- C. Optional Products (cross-sell)

**Answer: B**

**Question: 101**

Do you have to select the Website on the Promotion form in order to apply a Promotion Program on the website?

- A. Yes, Promotion Programs are applied only on the selected Website
- B. No, if no Website is selected the Promotion will be applied also

**Answer: B**

**Question: 102**

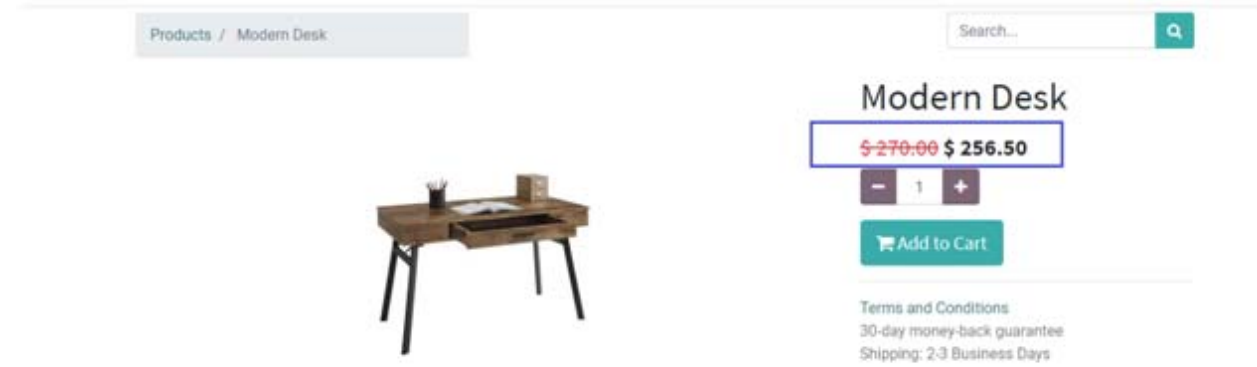
Can you customize a particular product page?

- A. Yes, using the Website Builder
- B. No, all product will have the same design per theme

**Answer: A**

**Question: 103**

How can you show the Original and Discounted price on the website (as the Modern Desk)?



- A. By adding the discount on the product form
- B. By adding the discount on the website pricelist and select its discount policy as (Show public price & discount)

**Answer: B**

**Question: 104**

Can the user add a tag to the product shop card (like this Sale tag) using the Website Builder?



- A. No, he can choose a Ribbon from the available Ribbons on the product only
- B. Yes, he can choose a Ribbon from the available Ribbons or add a new Ribbon

**Answer: B**

**Question: 105**

Can you create a survey as a Certificate?

- A. No, the eLearning app must be installed to do this option
- B. Yes, by activating the Scoring on the options and mark it as Certification

**Answer: B**

### Question: 106

Can you limit the times that a survey could be repeated per user?

- A. No, each user can pass the survey once only
- B. Yes, by selecting the users allowed to retry the attempt on the survey options
- C. Yes, by make Login Required on the draft survey and set the Attempts Limit

**Answer: C**

### Question: 107

Can you set a time limit for the Survey, to be visible for the user?

- A. No, there is no such feature
- B. Yes, by setting Survey Time Limit, but it will not be visible for the user
- C. Yes, by setting Survey Time Limit

**Answer: C**

### Question: 108

Can you set a photo or video on the question?

- A. No, it is not available
- B. Yes, add the photo or the video to the question description
- C. Yes, by using the Website Builder on the survey

**Answer: B**

### Question: 109

If a survey asks for an email, how can you validate it is an email?

- A. By adding a question with the type (Single Line Text Box) and select (Input must be an email) on the Answers tab
- B. By adding a question with the type (email) and make it a Mandatory Answer

**Answer: A**

### Question: 110

Can you add a score for the question type (Matrix) on a certification?

- A. No
- B. Yes

**Answer: A**

### Question: 111

Which of the below you cannot use as a Trigger option on Marketing Automation Activity?

- A. One day after another activity
- B. One hour after a WhatsApp message is opened
- C. One day after the email is Opened

**Answer: B**

### Question: 112

Can you add sub-tasks to the task on a Project?

- A. Yes, only by creating it from the Parent Task
- B. Yes, either by creating it from the Parent Task, or link the Parent Task to the sub-task
- C. Yes, only by link the Parent Task to the sub-task

**Answer: B**

### Question: 113

Can you create a Recurring task to automatically create tasks?

- A. No
- B. Yes

**Answer: B**



### Question: 114

How is the Analytic Account on the task is defined?

- A. It is the Analytic Account from the Project
- B. It is the Analytic Account from a Sales Order
- C. It is defined manually

**Answer: B**

### Question: 115

Can you change the task name?

- A. Yes, but only if it didn't reach a Closing Stage
- B. Yes, task name can be changed
- C. Yes, but only if the task is not created from a Sales Order

**Answer: B**

### Question: 116

Can you allow your customers to submit a ticket from the website?

- A. No, tickets are submitted through email only
- B. Yes, by activating the (Submit tickets with an online form) option on the Helpdesk team
- C. Yes, by activating the (Website Form) option on the Helpdesk team, publishing the team, and add the page URL to a menu on the website

**Answer: C**

### Question: 117

Based on this SLA Policy configuration, when is this Policy status will be applied (Passed) on a Ticket?

EDIT

CREATE

## 48 Hours Bug Solving

### Apply on

Team	Technical Support
Minimum Priority	☆☆☆
Ticket Type	Bug
Tags	

### Target

Target Type	Reaching Stage
Reach Stage	Solved
Reach In	2 days

- A. When the ticket is reached the stage "Solved" within 2 days
- B. When the ticket is on the "Technical Support" team, its type is "Bug", and it reached the stage "Solved" within 2 days
- C. When the ticket is on the "Technical Support" team, its type is "Bug", and it reached the stage "Solved" after 2 days

**Answer: B**

### Question: 118

Can you add a Timesheet without assigning it to a Task?

- A. Yes
- B. No

**Answer: A**

## Question: 119

What will happen when you confirm a Sales Order and its line including a product with this configuration?

**Product Name**

# Odoo Consultation

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Can be Sold  
 Can be Purchased  
 Can be Expensed

General Information	Variants	Sales	eCommerce	Point of Sale	Pur
---------------------	----------	-------	-----------	---------------	-----

**Invoicing**

**Service Invoicing Policy**

Prepaid  
 Timesheets on tasks  
 Milestones (manually set quantities on order)

**Service Tracking**

Don't create task  
 Create a task in an existing project  
 Create a task in sales order's project  
 Create a new project but no task

- A. Task is created in a new Project, and you can invoice the ordered quantities at any time
- B. Task is created in a new Project, and you can invoice only the delivered quantities when it equals the ordered quantities
- C. Task is created in a new Project, and you can invoice timesheeted (delivered) quantities

**Answer: C**

## Question: 120

How is the "Timesheet Costs" on the Project Overview is calculated?

- A. The recorded timesheet on tasks, multiplied with the "Timesheet Cost" on the Product

- B. The recorded timesheet on tasks, multiplied with the “Timesheet Cost” on the Employee
- C. The recorded timesheet on tasks, multiplied with the “Timesheet Cost” on the Task

**Answer: B**

### Question: 121

Can you use the Timesheet App offline?

- A. Yes, timesheet could be logged offline and synced later
- B. No, it needs internet connection to log timesheet

**Answer: A**

### Question: 122

How can you add a Hierarchy for accounts on the financial reports?

- A. By configuring the Group for each account in the Chart of Accounts
- B. By using the Comparison tools on the reports
- C. The Hierarchy is available by default based on the Account Type Hierarchy

**Answer: A**

### Question: 123

How can you add an Account Group for the Accounts?

- A. Manually select the Group on each account
- B. If the account Code is within a Group Prefix it will populate automatically
- C. The group is auto-added based on the company localization

**Answer: B**

### Question: 124

When you set the (Outstanding Receipts/Payment Account) on a Bank/Cash journal, should it be configured as Allow (Reconciliation)?

- A. No, it will be reconciled any way

B. Yes, so the user will be able to reconcile the Receipts and Payments on the statement

**Answer: B**

### Question: 125

If you want to sell to a client with another currency, how you can define the Exchange Rate?

- A. The currency will be added to the system first, then the exchange rate will be added on the currency form
- B. The currency will be added to the system first, then the exchange rate will be added on the invoice form
- C. Multi-Currencies option should be activated first, then the exchange rate could be added manually to the currency form or generated automatically from the setting

**Answer: C**

### Question: 126

What is the purpose of the (Not Depreciable Value) on the Asset?

- A. It acts as the estimated Salvage Value for the asset, and it will be included in the depreciation schedule
- B. It is the extra cost could be spent on the asset life

**Answer: A**

### Question: 127

Based on this configuration, what is the value of the first Depreciation that will be computed?

Wood Workstation		Current Values	
<b>Asset Values</b>		<b>Original Value</b>	\$ 10,000.00
<b>Acquisition Date</b>	01/20/2021	<b>Not Depreciable Value</b>	\$ 1.00
<b>Depreciation Method</b>		<b>Depreciable Value</b>	\$ 9,999.00
<b>Method</b>	Straight Line	<b>Book Value</b>	\$ 10,000.00
<b>Duration</b>	50 Months	<b>Accounting</b>	
<b>Prorata Temporis</b>	<input checked="" type="checkbox"/> Prorata Date 03/20/2021	<b>Company</b>	1 Value
<b>Start Depreciating</b>	03/31/2021	<b>Fixed Asset Account</b>	121001 Equipmnet & Machines
		<b>Depreciation Account</b>	122001 Accumulated Depreciation - Equipmnet & Machines
		<b>Expense Account</b>	350001 Depreciation Expense - Equipmnet & Machines

- A. \$77.41
- B. \$77.42
- C. \$200

**Answer: A**

**Question: 128**

Based on this configuration, what is the journal entry generated for the depreciation lines?

Wood Workstation		Current Values	
<b>Asset Values</b>		<b>Original Value</b>	\$ 10,000.00
<b>Acquisition Date</b>	01/20/2021	<b>Not Depreciable Value</b>	\$ 1.00
<b>Depreciation Method</b>		<b>Depreciable Value</b>	\$ 9,999.00
<b>Method</b>	Straight Line	<b>Book Value</b>	\$ 10,000.00
<b>Duration</b>	50 Months	<b>Accounting</b>	
<b>Prorata Temporis</b>	<input checked="" type="checkbox"/> Prorata Date 03/20/2021	<b>Company</b>	1 Value
<b>Start Depreciating</b>	03/31/2021	<b>Fixed Asset Account</b>	121001 Equipmnet & Machines
		<b>Depreciation Account</b>	122001 Accumulated Depreciation - Equipmnet & Machines
		<b>Expense Account</b>	350001 Depreciation Expense - Equipmnet & Machines

- A. Debit: Expense Account, Credit: Fixed Asset Account
- B. Debit: Expense Account, Credit: Depreciation Account
- C. Debit: Depreciation Account, Credit: Fixed Asset Account

**Answer: C**

### Question: 129

If you have a Computer in your assets and you want to add extra RAM to it, how should you do this action?

- A. By creating a new Asset, and define its parent asset as the Computer
- B. Through Modify Depreciation, by define the Reason as new RAM, and add its extra cost to the Depreciable Amount

**Answer: B**

### Question: 130

What is the use of this icon when you create a new Post?



- A. It is used to add an emoji to the Post Message text
- B. It is used to track customer satisfaction on the Message Post
- C. It allows the user to add a mode to the push notification

**Answer: A**

### Question: 131

Can you add several Mail Templates per Activity on the campaign?

- A. Yes, the activity can have multiple Mail Templates
- B. No, the activity can have one Mail Template, but I can add another activity with a different Mail Template
- C. No, the activity can have one Mail Template, and this Mail Template will be the only one allowed in the whole campaign

**Answer: B**

### Question: 132

Can you create more CRM Pipeline Stages?

- A. No, Pipeline Stages are fixed per company

B. Yes, the user can create more stages as needed

**Answer: B**

### Question: 133

Which of the following statements is FALSE?

- A. The user can edit the stage directly from the Pipeline, by choosing Edit Stage from the Setting gear button
- B. The user can edit the stage from the Configuration menu, with Developer Mode activated
- C. The stages are not editable if there are opportunities on it, they should be moved first then edited

**Answer: C**

### Question: 134

What is the difference between Leads & Opportunity?

- A. A Lead is an initial data gathering without any actions, while an opportunity is a Lead that actions are being taken with it to win it as a customer
- B. No difference, a Lead is an opportunity that didn't received a quotation yet
- C. A Lead will become an opportunity once the first meeting is done with it

**Answer: A**

### Question: 135

What happens when the user Marks an opportunity as Lost?

- A. The opportunity is archived
- B. The opportunity is returned to a Lead

**Answer: A**