

# Odoo

Odoo-v15  
*Odoo Certification v15 Exam*



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# Latest Version: 9.0

## Question: 1

Any task can become a sub-task later on

- A. True
- B. False

**Answer: A**

**Explanation:**

It is possible for a task to become a sub-task of another task later on, especially in situations where there is a change in the project scope, goals or priorities. As a project progresses, new tasks may be identified, or existing tasks may need to be restructured or broken down into smaller sub-tasks to ensure better management and completion of the project. Therefore, it is important to remain flexible and adaptable when managing tasks and projects.

## Question: 2

What kind of costs are taken into account in the project updates ?

- A. The timesheet costs of your employees
- B. Any cost linked to the analytic account of the project
- C. Expense costs linked to the project's sales order
- D. All of the above

**Answer: D**

**Explanation:**

When updating a project, all costs related to the project should be taken into account to ensure accurate reporting and financial management. This includes timesheet costs of employees working on the project, any costs linked to the analytic account of the project, as well as any expense costs linked to the project's sales order. By considering all costs associated with the project, stakeholders can make informed decisions about resource allocation, budgeting, and project prioritization.

## Question: 3

Which statement is true ? Tasks without a project are visible to :

- A. Every project user
- B. The users assigned to the tasks only

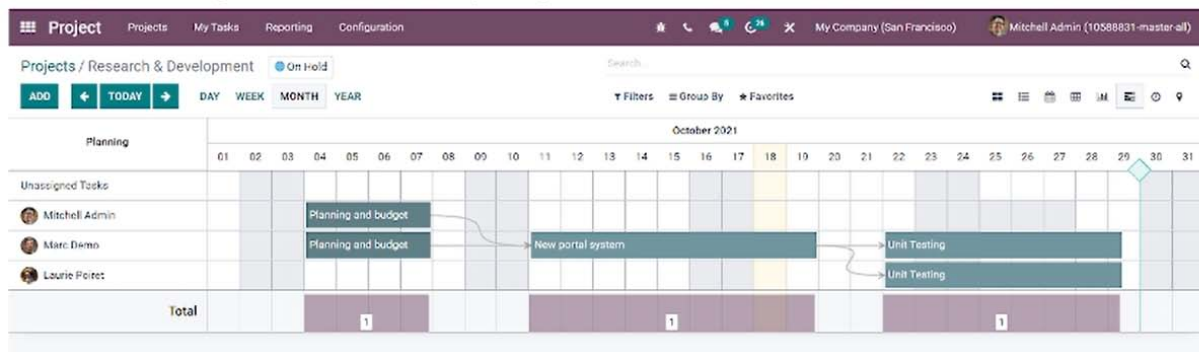
**Answer: B**

**Explanation:**

Tasks that are not associated with any project in project management software are usually considered standalone tasks. These tasks are only visible to the users who have been assigned to them and do not appear in any project or project-related reports or dashboards. This means that other project users who are not assigned to the task will not be able to see or access it.

## Question: 4

What does the green diamond shape represent?



- A. The deadline of the project
- B. The next milestone of the project

**Answer: B**

**Explanation:**

In project management, a milestone is a significant event or achievement that marks a major point in the project's progress. It often represents the completion of a major deliverable or phase of the project. The green diamond shape is used to indicate the next milestone that the project team is working towards. By visually highlighting the upcoming milestone, project managers can help the team stay focused and motivated towards achieving that goal.

## Question: 5

What happens when confirming a sales order containing the following product ?

## ☆ Developer (Plan services)

☒ Can be Sold ☒ Can be Purchased ☐ Recurring ☐ Can be Rented



General Information	Attributes & Variants	Sales	Purchase	Accounting	eBay
Product Type	Service	Sales Price	\$ 200.00 (= \$ 230.00 Incl. Taxes)		
Invoicing Policy	Prepaid/Fixed Price	Customer Taxes	Tax 15.00%		
Create on Order	Nothing	TaxCloud Category			
Plan Services	<input checked="" type="checkbox"/> as Developer	Cost	\$ 150.00 per Hours		
	Invoice ordered quantities as soon as this service is sold.	Product Category	All / Saleable / Services		
	Warn the salesperson for an upsell when work done exceeds 100% of hours sold. (1 Hours = 1.00 Hours)	Internal Reference	Version 1		
		Barcode			
		Company			

- A. The salesperson in charge will automatically be assigned an activity when 80% of the hours sold have been performed
- B. A new project is automatically generated and assigned to a developer
- C. A new shift automatically generated for the developer role

**Answer: B**

### Explanation:

In project management, a sales order is a formal document that outlines the details of a customer's request for products or services. When a sales order is confirmed, it typically triggers the creation of a new project in project management software. The new project is then assigned to a developer or team responsible for completing the work outlined in the sales order. This helps ensure that all project work is properly tracked and managed, from initial sales to final delivery.

Option A is not typically applicable to the confirmation of a sales order and may depend on the specific project management software being used. Option C is not typically applicable to project management software and is more commonly used in workforce scheduling or other types of scheduling software.

## Question: 6

What information can you find in the project updates ?

- A. The number of hours remaining based on the hours sold,planned and recorded
- B. The profitability of the project in relation to its budget, costs and revenues
- C. The milestones that have recently been added or updated

**Answer: A,B,C**

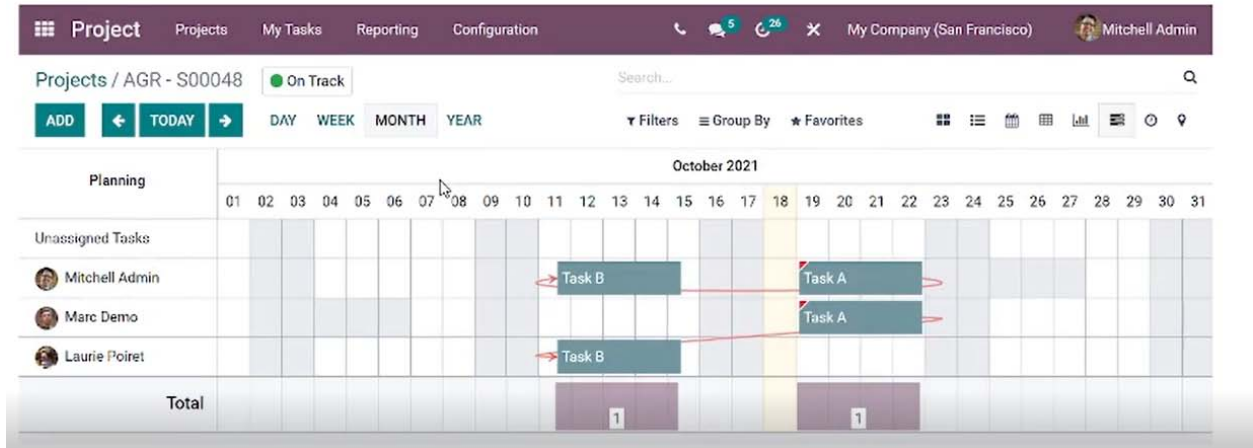
### Explanation:

Other information that may be included in project updates could be updates on tasks completed, tasks in progress, risks and issues, resource allocation, budget utilization, and any other relevant information that can help stakeholders assess the project's overall health and progress. The exact information

included in project updates may vary depending on the specific needs and goals of the project and the project management methodology being used.

## Question: 7

Which statement is true ?



- A. Task B should be completed before Task A
- B. Task B is planned before Task A, when Task A should be completed first and is not already
- C. Task B is planned before Task A, when Task A should be completed first and already is

**Answer: B**


### Explanation:

When creating a project plan or a task list, it is essential to establish dependencies between tasks to ensure that the project can be completed in a logical and efficient manner. Dependencies indicate which tasks must be completed before others can begin. In this context, if Task B is planned before Task A and Task A should be completed first, it indicates that there is a dependency between the two tasks, and Task A needs to be completed before Task B can start. However, if Task A has already been completed, Task B can start as planned. Therefore, Option B is the correct statement as it reflects a typical scenario in project management where dependencies need to be considered when scheduling tasks.

## Question: 8

What happens when a sales order is validated, including a product with the following configuration?

Product Name


**Consulting**

☒ Can be Sold
 ☒ Can be Purchased

General Information

Sales

Purchase

Accounting

Product Type

Service

Sales Price

\$ 125.00

Invoicing Policy

Based on Timesheets

Customer Taxes

Create on Order

Project & Task

Invoice based on timesheets (delivered quantity), and create a project for the order with a task for each sales order line to track the time spent.

TaxCloud Category

Cost

\$ 0.00 per Hours

Product Category

All

Project Template

Internal Reference

Unit of Measure

Hours

Barcode

Purchase UoM

Hours

- A. A task is created in a new project and I can invoice the timesheeted (delivered) quantity
- B. A task is created in a new project and I can invoice the ordered quantity of the sales order at any time.
- C. A task is created in a new project and I can invoice the quantity of the sales order only when the delivered quantity equals ordered quantity

**Answer: A**



**Explanation:**

In project management, a sales order is a formal document that outlines the details of a customer's request for products or services. When a sales order is validated, it typically triggers the creation of a new project in project management software, and a task is created for the product specified in the sales order. In the specified configuration, you can invoice the timesheeted (delivered) quantity, which means that you can invoice the customer for the work that has been completed and recorded on the timesheet.

Option B is incorrect because invoicing the ordered quantity at any time does not take into account the progress of the project or the work completed so far. Option C is incorrect because it requires the delivered quantity to equal the ordered quantity before invoicing, which may not be practical or possible in all cases.

**Question: 9**

What happens when a sales order is validated, including a product with the following configuration ?

Product Name  



☒ Can be Sold ☒ Can be Purchased

General Information Sales Purchase Accounting

<b>Product Type</b>	Service	<b>Sales Price</b>	\$ 1.00
<b>Invoicing Policy</b>	Based on Milestones	<b>Customer Taxes</b>	
<b>Create on Order</b>	Project	<b>TaxCloud Category</b>	
	<i>Sales order lines define milestones of the project to invoice by setting the delivered quantity. Create a project for the order with a task for each sales order line to track the time spent.</i>		
<b>Project Template</b>		<b>Cost</b>	\$ 0.00 per Hours
<b>Unit of Measure</b>	Hours	<b>Product Category</b>	All
<b>Purchase UoM</b>	Hours	<b>Internal Reference</b>	
		<b>Barcode</b>	

- A. A task is created in a new project and I can invoice timesheeted (delivered) quantity
- B. A task is created in a new project and I can invoice the ordered quantity of the sales order at any time.
- C. A new project is created and I can manually set the delivered quantity to invoice on the sale order

**Answer: A**

**Explanation:**

A. When a sales order is validated, including a product with the specified configuration, a task is created in a new project and you can invoice the timesheeted (delivered) quantity.

In project management, a sales order is a formal document that outlines the details of a customer's request for products or services. When a sales order is validated, it typically triggers the creation of a new project in project management software, and a task is created for the product specified in the sales order. In the specified configuration, you can invoice the timesheeted (delivered) quantity, which means that you can invoice the customer for the work that has been completed and recorded on the timesheet.

Option B is incorrect because invoicing the ordered quantity at any time does not take into account the progress of the project or the work completed so far. Option C is incorrect because it suggests that a new project needs to be created, which is not the case in the specified configuration.

## Question: 10

How are hours billed at a fixed price computed ?

- A. These are sold hours coming from a sales order that still need to be timesheeted before being invoiced
- B. These are timesheeted hours linked to a sales order, where the invoicing policy is set to "milestone" or "prepaid"
- C. These are the actual timesheeted hours that can't be invoiced from the sales order

**Answer: B**

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**Explanation:**

B. Hours billed at a fixed price are computed based on timesheeted hours linked to a sales order where the invoicing policy is set to "milestone" or "prepaid".

In project management, when a sales order is created, an invoicing policy is set for the product or service being sold. If the invoicing policy is set to "fixed price," the customer is billed a predetermined amount for the work being done, regardless of the actual hours worked. To compute the hours billed at a fixed price, the project manager looks at the timesheeted hours linked to the sales order and determines how much work has been completed so far. If the invoicing policy is set to "milestone," the customer is billed when certain project milestones are reached. If the invoicing policy is set to "prepaid," the customer pays a fixed amount upfront for the work to be done, and the project manager must track how much work has been completed to ensure that the prepaid amount is not exceeded.

Option A is incorrect because sold hours are hours that have not yet been worked, whereas hours billed at a fixed price are based on work that has already been completed. Option C is incorrect because actual timesheeted hours are not necessarily billed at a fixed price; they may be billed at an hourly rate or a different fixed price depending on the invoicing policy set for the sales order.

### Question: 11

When entering timesheets, how is the timesheet cost generated ?

- A. By setting a timesheet cost on the employee form
- B. By setting a timesheet cost on the product form
- C. By setting a timesheet cost on the task form

<b>Answer: A</b>
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**Explanation:**

A. The timesheet cost is generated by setting a timesheet cost on the employee form when entering timesheets.

When employees enter their timesheets, the system calculates the cost of the hours worked based on the timesheet cost set on their employee form. The timesheet cost is the cost per hour that the company incurs for each hour worked by the employee, including any benefits, taxes, and other expenses associated with the employee's compensation.

Option B is incorrect because the timesheet cost on the product form is used only when billing hours based on the product's invoicing policy. Option C is incorrect because the timesheet cost on the task form is used only when the task is linked to a specific project and is used to calculate the cost of the task for the project's budgeting and reporting purposes.

### Question: 12

Look at the screenshots carefully. Why is the " Delivered" field still empty ?





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