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Odoo Odoo-v19

Odoo 19 Certified Functional Consultant Certification Exam



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Product Version

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Latest Version: 8.0

Subjects

1. Introduction, AI, Knowledge, Spreadsheet, Studio
2. CRM, Sales, Survey, Marketing
3. Website, eCommerce
4. Project, Timesheets, HR
5. Accounting
6. Purchase, Inventory, MRP, POS
7. MIX QUESTIONS

Topic: 1

Introduction, AI, Knowledge, Spreadsheet, Studio

Question: 1

How do you archive a company in Odoo

- A. Companies cannot be archived for traceability purposes.
- B. Contact Odoo, this needs to be performed by Odoo Support.
- C. Go to General Settings > Manage Companies > Select the company line (list view) > Action > Archive.

Answer: C

Question: 2

What are the two types of contacts in Odoo?

- A. Person and Company.
- B. Person and Joint.
- C. Company and Not-for-Profit.

Answer: A

Question: 3

What does it mean when a record is archived in Odoo?

- A. Records cannot be archived for traceability purposes.
- B. When a record is archived in Odoo, it is hidden from regular view, and no longer active.

C. When a record is archived, nobody can ever modify it, it's frozen forever.

Answer: B

Question: 4

What is the difference between a message/discussion and a log note in the chatter?

- A. A message/discussion is sent to the customer and notifies all followers, while a log note is only visible internally or via @mentions.
- B. A message/discussion is posted publicly on the record, while a log note is meant for internal updates or team collaboration.
- C. A message/discussion sends notifications to external contacts, while a log note keeps communication limited to internal followers.

Answer: A

Question: 5

What action(s) need to be taken on the Odoo dashboard to order the placement of the icons?

- A. Enable edit mode from the dashboard settings, then use the "Arrange Apps" option to drag icons into place.
- B. Open the user menu, select "Customize Dashboard," and reorder the apps by dragging them in the list view.
- C. Click on an app icon and hold the mouse button down; the icon will tilt slightly, allowing it to be dragged into a new position within the app grid.

Answer: C

Question: 6

On a mailing form, what's the purpose of this button next to the 'Subject' line?



- A. To add a 'Mood Tracker' to the top of the communication
- B. To insert emojis in the subject line
- C. To include a link to a satisfaction survey at the bottom of the communication

Answer: B

Explanation:

This choice is correct as the button next to the 'Subject' line is used to insert emojis in the subject line. Emojis can be used to add visual elements or convey emotions in the subject line of the email, making it more engaging and expressive.

Question: 7

Which of the following is true when you activate the 'Margins' setting in Sales > Configuration > Settings?

- A. Changing the cost price on a sales order line will recompute a new unit price, according to the calculation on the pricelist
- B. Margins will only display on confirmed sales orders, not on quotations
- C. Sales order lines can show both the unit price and cost price of the product, as well as the margin, by calculating the difference between the unit price and the cost price

Answer: C

Explanation:

This choice is correct because activating the 'Margins' setting in Sales > Configuration > Settings allows sales order lines to display both the unit price and cost price of the product, as well as the margin. The

margin is calculated by determining the difference between the unit price and the cost price, providing valuable information for sales analysis and decision-making.

Question: 8

After customizing a template in Email Marketing, how can you save that template for future use?

- A. It's impossible to save a template in Email Marketing
- B. Click the 'Star' icon, to the right of the 'Subject' field, to add to saved templates
- C. Type 'SAVE' at the bottom the communication

Answer: B

Explanation:

Clicking the 'Star' icon, located to the right of the 'Subject' field, is the correct way to save a template in Email Marketing for future use. This action adds the template to the saved templates section, making it easily accessible for future campaigns.

Question: 9

Is it possible to track how many people clicked on a link inside an SMS text message?

- A. Yes, no matter what
- B. Yes, but ONLY if the link targets an Odoo-built website
- C. No, because this feature isn't compatible with SMS technology

Answer: A

Explanation:

This choice is correct. It is possible to track how many people clicked on a link inside an SMS text message regardless of the target website or technology used. SMS marketing platforms often provide this feature to track engagement and measure the effectiveness of campaigns.

Question: 10

If I create a new sub-article, who is going to have access to it by default?

- A. I cannot create a shared article; the status has to be given
- B. The same users as the parent article
- C. Nobody, it's a new article. I need to add people first

Answer: B

Explanation:

The default behavior in Odoo is that when a new sub-article is created, it automatically grants access to the same users who have access to the parent article. This simplifies the process of managing access permissions and ensures that relevant users can view and interact with the new sub-article.

Question: 11

When you set a product's invoicing policy to 'Based on Milestones':

- A. The delivered quantity on the sales order must be set manually each time
- B. The delivered quantity on the sales order updates automatically based on timesheet completion in the Timesheets app
- C. The delivered quantity on the sales order updates automatically based on milestone completion in the Project app

Answer: C

Explanation:

The correct choice is that the delivered quantity on the sales order updates automatically based on milestone completion in the Project app. This means that as milestones are completed in the project, the delivered quantity on the sales order will be updated accordingly for accurate and automated invoicing.

Question: 12

What does the 'Customer Lead Time' field on a product form represent?

- A. Confirmation that the Terms & Conditions will be displayed on the quotation
- B. The computed order date based on the quotation date
- C. The number of days, promised to the customer, between the confirmation of the sales order and the delivery

Answer: C

Explanation:

The 'Customer Lead Time' field on a product form represents the commitment made to customers regarding the duration between the confirmation of the sales order and the delivery of the product. This helps in setting clear expectations and ensuring timely delivery.

Question: 13

With Odoo Social Marketing, can users post on multiple platforms at once?

- A. Yes, but with a maximum limit of 3 accounts
- B. No, you need to duplicate your content manually for each platform
- C. Yes, no matter what

Answer: C

Explanation:

This choice is correct because Odoo Social Marketing enables users to post on multiple platforms at once, regardless of the number of accounts or platforms they want to post on simultaneously. This feature streamlines the social media posting process and saves time for users.

Question: 14

What happens to an opportunity that is marked as 'Lost'?

- A. The opportunity is archived and hidden from view on the main dashboard. It can be accessed by clicking Filters > Lost
- B. The opportunity is moved to the 'Lost' stage at the end of the Kanban view
- C. The opportunity's name turns red

Answer: A

Explanation:

When an opportunity is marked as 'Lost', it is archived and no longer visible on the main dashboard. However, it can still be accessed by clicking on Filters and selecting the 'Lost' filter, allowing users to review and analyze lost opportunities.

Question: 15

What does the below configuration for a storable product imply?

General Information	Attributes & Variants	Sales	Purchase	Inventory
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OPERATIONS

- Routes ?
- Buy
 - Replenish on Order (MTO)
 - Dropship Subcontractor on Order
 - Manufacture
 - Resupply Subcontractor on Order
 - Dropship
- [→ View Diagram](#)

- A. When a sales order is confirmed, an RFQ will be generated
- B. When a sales order is confirmed, a manufacturing order will be generated
- C. When a reordering rule set on the product is triggered, a manufacturing order will be generated

Answer: A

Explanation:

This choice is correct because the configuration for a storable product implies that when a sales order is confirmed, an RFQ (Request for Quotation) will be generated. This is a common workflow in Odoo where sales orders trigger the creation of purchase orders to fulfill the sales order requirements.

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