

Odoo

Odoo-V20

Odoo V20 Functional Certification Exam



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Product Version

- ✓ Up to Date products, reliable and verified.
- ✓ Questions and Answers in PDF Format.

Latest Version: 6.0

Question: 1

A wholesaler offers 2 percent off when customers pay within 10 days of the invoice date. How does an early payment discount on the payment term behave?

- A. It reduces the amount due if payment arrives within the set days
- B. It lowers the tax rate for customers who pay in advance
- C. It moves the invoice due date to the end of the month
- D. It adds a penalty to invoices paid after the due date

Answer: A

Explanation:

An early payment discount on the payment term grants a reduced amount when payment is received within the defined number of days. It does not change tax rates, shift the due date to month end, or apply late penalties.

Question: 2

Which document removes damaged products from stock and moves them to a dedicated virtual location?

- A. A scrap order
- B. A return
- C. A batch transfer
- D. A landed cost

Answer: A

Explanation:

A scrap order moves unusable products to the scrap virtual location, taking them out of available stock. Returns reverse a transfer, batch transfers group operations, and landed costs add charges to valuation.

Question: 3

An accounts payable clerk receives vendor bills as PDF attachments and wants the fields filled without typing. Which feature helps?

- A. Follow-up levels for suppliers
- B. Batch payments for vendors
- C. Digitization of the uploaded bill

D. A reconciliation model for bills

Answer: C

Explanation:

Bill digitization extracts vendor, dates, amounts, and lines from the document to prefill the bill. Batch payments group payments, follow-ups chase customers, and reconciliation models handle bank lines.

Question: 4

What does the Ordered quantities invoicing policy mean for a product?

- A. It is invoiced at the end of each month
- B. It can be invoiced once the delivery is validated
- C. It is invoiced once timesheets are approved
- D. It can be invoiced once the sales order is confirmed

Answer: D

Explanation:

With Ordered quantities, the full confirmed quantity becomes invoiceable right after confirmation. Waiting for validated deliveries is the Delivered quantities policy, timesheet billing concerns services, and there is no built-in month-end rule in this policy.

Question: 5

A manufacturer preparing its carbon report struggles to link each purchase to the right environmental coefficient. Which Odoo 20 capability helps?

- A. A Studio tag added to each vendor bill
- B. Automatic landed costs on each purchase
- C. AI assignment of ESG emission factors
- D. A scheduled export of purchases to CSV

Answer: C

Explanation:

Odoo 20 uses AI to assign ESG emission factors to transactions. Landed costs change valuation, tags require manual work, and exports do not map coefficients.

Question: 6

A design studio wants clients to follow and comment on their project tasks from their own customer account. What should be configured?

- A. Export the tasks to a spreadsheet weekly
- B. Create internal users for each client
- C. Share the project with portal users
- D. Add clients as followers of the pricelist

Answer: C

Explanation:

Project sharing gives portal users access to tasks where they can comment or edit depending on rights. Internal users cost licenses, exports are static, and pricelist followers see nothing of the project.

Question: 7

After confirming a manufacturing order, a planner sees its component status shows components not available. What does this indicate?

- A. The finished product has no sales price
- B. The BoM has been archived since confirmation
- C. The work center is closed for the day
- D. Some components cannot be reserved from current stock

Answer: D

Explanation:

The component status reflects whether required quantities can be reserved. An archived BoM, a closed work center or a missing price do not drive this indicator.

Question: 8

In Odoo CRM with leads enabled, which action moves a qualified lead into the sales pipeline?

- A. Marking the lead as won in the list
- B. Converting the lead into an opportunity
- C. Archiving the lead after the first call
- D. Adding the lead to a mailing list

Answer: B

Explanation:

The conversion action turns the lead into an opportunity, optionally linking or creating the customer, and places it in the team's pipeline. Marking as won closes a deal that already exists, archiving hides the record, and a mailing list is a marketing audience that does not create pipeline records.

Question: 9

What is analytic accounting used for in Odoo?

- A. Storing the bank account numbers of partners
- B. Replacing the general ledger for management reports
- C. Computing taxes according to the customer's country
- D. Tracking costs and revenues by project, department, or other dimension

Answer: D

Explanation:

Analytic accounting adds dimensions such as projects or departments to entries to analyze profitability. It works alongside the general ledger, does not compute taxes, and does not store bank details.

Question: 10

Which work center field accounts for the time spent preparing a machine before each production run?

- A. Cleanup Time
- B. Setup Time
- C. Time Efficiency
- D. Capacity

Answer: B

Explanation:

Setup time is added before each run to prepare the machine. Cleanup time comes after the run, time efficiency scales durations, and capacity sets how many units run in parallel.

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