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### **Distribution and Trade in Microsoft Dynamics 365 for Finance and Operations**

#### **Exam A**

#### **QUESTION 1**

You negotiate product-specific pricing with a customer for two products.

You need to create a sales trade agreement for the customer that includes the two products.

Which three actions should you perform? Each answer represents part of the solution.

- A. Validate and post the journal.
- B. Enter the journal lines for each product.
- C. Create a trade agreement journal.
- D. Select a relation of the discount (sales).
- E. Select an account code of Group.

**Correct Answer:** ACD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

## QUESTION 2

You need to enable the purchase order (PO) process to initiate for a vendor when the vendor accepts a PO. Which option should you choose?



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- A. Active (PO is auto-confirmed)
- B. Not active
- C. Pending
- D. Active (PO is not auto-confirmed)

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 3

You need to configure a customer record to enable shipment of orders to the customer by rail.  
What should you do first?

- A. Set up a delivery charges group.
- B. Create terms of delivery.
- C. Create a mode of delivery.
- D. Create a destination code.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 4

Which two types of trade agreements are supported in Microsoft Dynamics 365 for Finance and Operations? Each correct answer presents a complete solution.

- A. Multiple discounts
- B. Threshold discounts
- C. Mix and match discounts
- D. Line discounts
- E. Quality discounts

**Correct Answer:** AD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 5

You are the accounts receivable manager at Contoso, Ltd.

You must configure commission calculations based on information provided from the sales team and upper management.

You need to configure the groups for commission calculations.

Which three types of groups should you configure? Each correct answer presents a complete solution.

- A. Item discount groups
- B. Customer groups for commission
- C. Item groups
- D. Sales groups
- E. Price tolerance groups

**Correct Answer:** BCD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/sales-marketing/tasks/set-up-sales-commission-rules>

#### **QUESTION 6**

Which steps are needed to set up the transport calendar in Microsoft Dynamics 365 for Finance and Operations?

- A. Sales and marketing, Modes of delivery
- B. Inventory management, Transport days
- C. Organization administration, Calendars
- D. Inventory management, Modes of delivery



**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References: <https://technet.microsoft.com/en-us/library/aa571810.aspx>

#### **QUESTION 7**

Which status is required before you can generate a picking list for a sales order?

- A. Open order
- B. Printed
- C. Charges
- D. Confirmed

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 8

Which of the following factors should be considered for delivery date control functionality?

- A. Transport times
- B. Coverage calendar
- C. Vendor calendars
- D. Order deadlines
- E. Inventory lead time

**Correct Answer:** E

**Section:** (none)

**Explanation**

**Explanation/Reference:**



### QUESTION 9

You need to define charges specific to a customer or vendor that will be automatically added when a new sales or purchase orders (POs) are created.

Which three types of charge can you define as auto charge. Each correct answer presents a complete solution.

- A. Cash discounts
- B. Billing codes
- C. Items
- D. Customers
- E. Vendors

**Correct Answer:** CDE

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 10**

A customer places weekly orders. The items and quantities purchased each week rarely vary.

You need to make order entry for the customer as quick and easy as possible.

Which feature should you use?

- A. Trade agreements
- B. Pro formas
- C. Item lists
- D. Purchase agreements

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/procurement/purchase-agreements>

**QUESTION 11**

Each time you sell a specific product, an installation charge must be added to the sales order.

You need to configure Microsoft Dynamics 365 for Finance and Operations to automatically add the installation charge to sales orders.

Which three actions should you perform? Each correct answer presents part of the solution.

- A. Set up an auto charge.
- B. Set up a customer charge group.
- C. Set up an item charge group.
- D. Set up a supplementary item.
- E. Set up a charges code.

**Correct Answer:** ACE

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 12**

You plan to submit a quotation to a prospect to sell them equipment.

The selling prices that you list on the quotation must generate a contribution ratio of at least 30 percent.

You need to create the sales quotation.

Which sales quotation option should you use?

- A. Find prices
- B. Total discount
- C. Price simulation
- D. Multiple discount

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/sales-marketing/price-simulation>

**QUESTION 13**

You create 10 new product masters and release them to a legal entity.

You need to validate that the product setup is complete.

Which three fields does the Validate function check to ensure that a value is populated? Each correct answer presents part of the solution.

- A. Charges group
- B. Item model group
- C. Cost group
- D. Item group
- E. Product dimension group

**Correct Answer:** BDE

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 14**

You add a new product to the system.

You need to assign attributes to the product.

Where should you assign the attributes?

- A. In the Product form
- B. In the category hierarchy
- C. In the category assigned to a product
- D. In the item group

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 15**

You are implementing Microsoft Dynamics 365 for Finance and Operations for a new customer.

You need to use a weighted average for all items as the costing methodology.

Which type of group should you configure?

- A. Tracking dimension group
- B. Item group
- C. Item model group
- D. Product dimension group

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 16**

You need to set up boxing logic to support the packaging requirements for a specific product.



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Which two fields need to be populated with values? Each correct answer presents part of the solution.

- A. Weight limit
- B. Gross weight
- C. Net weight
- D. Tare weight

**Correct Answer:** CD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 17**

You observe that the small boxes of a specific product are not selling well compared to the large boxes of the same product.

You need to know how many of the small boxes of the product you have on hand and where the boxes are located.

Which report should you use?

- A. Location label
- B. On-hand inventory
- C. Inventory by inventory dimension aging
- D. Physical inventory by inventory dimension

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 18**

You need to define the dimensions for one of your packing boxes.

What will be automatically calculated based on entering the dimensions of the packing box?

- A. Weight limit
- B. Height
- C. Weight
- D. Volume

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 19**

You are a warehouse manager for an office supply retail company.

There is concern that the on-hand inventory for staplers in your warehouse is incorrect.

You need to correct the current on-hand inventory for your items.

Which two journal types will allow you to count on-hand inventory? Each correct answer is part of the solution.

- A. Tag counting
- B. Production input
- C. Counting
- D. Bill of materials (BOM)

**Correct Answer:** AC

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References:

<https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/inventory/inventory-tag-counting> <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/inventory/tasks/count-inventory-warehouse>

**QUESTION 20**

You use standard costing as the costing methodology for all products.

You need to run a report that shoes all inventory that is over 60 days old or over 90 days old.

Which report should you use?

- A. Vendor aging
- B. Inventory aging
- C. Materials in process
- D. Standard cost transactions

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**



**QUESTION 21**

You are setting up the inventory locations for a warehouse.

Which two inventory locations could a rack contain? Each correct answer presents a complete solution.

- A. Bin
- B. Aisle
- C. Site
- D. Shelf

**Correct Answer: AD**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 22**

What happens when you accept a request for quotation? Each correct answer presents a complete solution.

- A. The request for quotation status is set to Accepted.
- B. The request for quotation status is set to Sent.
- C. A purchase order is created.
- D. A purchase agreement is created.

**Correct Answer: AC**

**Section: (none)**

**Explanation**

**Explanation/Reference:**



**QUESTION 23**

Which two activities occur as part of a purchase requisition workflow? Each correct answer presents part of the solution.

- A. Approval of the purchase requisition
- B. Submit the purchase order to the vendor
- C. Create a purchase order
- D. Submit a purchase requisition

**Correct Answer: AD**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/procurement/purchase-requisitions-workflow>

**QUESTION 24**

An employee reports concerns about the quality of a specific item.  
You need to create a nonconformance record for the item.

Which nonconformance type should you use?

- A. Customer
- B. Service request
- C. Vendor
- D. Internal

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:** References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/inventory/quality-management-processes>

#### QUESTION 25

You are an accounts payable manager. You have an agreement with a vendor that defective items will be returned with a reference to the original purchase order.

You need to create a vendor credit note.

Which three methods can be used to create a vendor credit note? Each answer presents a complete solution.

- A. Create a purchase order with the purchase type set to journal.
- B. Create a purchase order line for a negative quantity.
- C. Create credit notes on the PO header.
- D. Create a purchase order with the purchase type set to returned order.
- E. Create a purchase order with the purchase type set to blanket order.

**Correct Answer:** BCD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 26

You are a purchasing agent.

You have agreed on a purchase price with a supplier and create a purchase agreement.

Which two tasks can you perform with the purchase agreement. Each correct answer presents part of the solution.

- A. Create a release order when no commitment is defined for quantity of a product.
- B. Create purchase agreement lines based on quality or weight.
- C. Define a validity period for the purchase agreement.
- D. Place purchase agreements on hold during the ordering process.

**Correct Answer:** CD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 27

You need to apply an additional 15 percent freight charge for all purchase orders that you procure from specific vendors.

Which two groups should you create? Each correct answer is part of the solution.

- A. Vendor charges group
- B. Item charges groups
- C. Delivery charges groups
- D. Automatic charges group

**Correct Answer:** AD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 28

You need to apply freight costs to purchase orders automatically.

What type of group should you create?

- A. Item charges group
- B. Delivery charges group
- C. Vendor charges group
- D. Trade agreement

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References: <https://technet.microsoft.com/en-us/library/jj683227.aspx>

#### **QUESTION 29**

You need to create a pro forma invoice to estimate the actual invoice amounts for a customer without posting the amounts.

Which two types of invoices can you use as the basis for the pro forma invoices? Each correct answer presents a complete solution.

- A. Free text
- B. Prepayment invoice
- C. Sales order
- D. General journal



**Correct Answer:** AC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References: <http://dynamicsteaching.com/difference-between-customer-invoice-free-text-invoice-and-pro-forma-invoice-in-ax-2012/>

#### **QUESTION 30**

Which two choices are required to confirm a quotation? Each correct answer presents part of the solution.

- A. Quotation must be set to a status of Sent.
- B. Prospect must be converted to a customer.
- C. Prospect must contain a contact.

D. Quotation must be set to a status of Approved.

**Correct Answer:** AB

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 31

A customer reports that an item they ordered was damaged when it arrived. You instruct the customer to return the item to your warehouse.

You need to remove the item from your inventory and ship a new item to the customer.

Which disposition should you use on the return order?

- A. Scrap
- B. Replace and credit
- C. Credit
- D. Replace and scrap

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**



### QUESTION 32

When a receipt date is entered on a sales order, the system must compute the shipment date and adjust the priority for the shipment.

You need to configure Microsoft Dynamics 365 for Finance and Operations to meet the requirements.

Which three parameters should you configure? Each correct answer presents part of the solution.

- A. Working days
- B. Sales lead time
- C. Stock availability
- D. Delivery date control
- E. Reservation status

**Correct Answer:** ABD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

### QUESTION 33

You need to set up a commission calculation.

Which three options can you configure? Each correct answer is a complete solution.

- A. Customer relation
- B. Commission percentage
- C. Item relation
- D. Sales rep.relation
- E. Period

**Correct Answer:** ACD

**Section:** (none)

**Explanation**

**Explanation/Reference:**



### QUESTION 34

You need to configure a specific vendor account to allow contact people from the vendor to view, update, and request changes on purchase orders (POs).

What should you do?

- A. On the vendor account, select an option for the Collaboration activation field.
- B. Create new Enterprise Portal users for each contact. Then, give the users access to the vendor account.
- C. Create a new user account for each contact. Then, assign each user to the Vendor (External) security role.
- D. On the vendor account, set the value of the On hold field to None.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 35**

You need to ensure that products can be purchased from vendors if there is a trade agreement for the vendor.

What should you do?

- A. Create a new procurement policy.
- B. In the procurement and sourcing module, configure parameters on the Activate price/discount page.
- C. Create a new trade agreement journal name.
- D. In the Procurement and sourcing module, configure the trade agreement parameters.

**Correct Answer:** A

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 36**

You are setting up a new customer in Microsoft Dynamics 365 to Finance and Operations.

You need to assign the customer to a customer group.

Which three pieces of information should you include in the customer group? Each correct answer presents part of the solution.

- A. Credit limit
- B. Default tax group
- C. Terms of payment
- D. Price group
- E. Default write off reason

**Correct Answer:** BCD

**Explanation**

**Explanation/Reference:**

**Section: (none)**

**QUESTION 37**

What is the function of ABC classifications for products?

- A. To configure the quantity of on hand inventory that should be kept for an item
- B. To determine the sequence in which an item should be received
- C. To configure the amount safety stock that should be kept for an item
- D. To determine the importance of an item

**Correct Answer: D**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 38**

You work for a dairy company.

Raw milk is purchased by the liters but is consumed in the bill of materials (BOMs) and formulas by the gram. Each finished milk product is tracked in the inventory system by the physical quantity of milk containers that were produced.

You need to configure a unit of measure conversion based on liters and grams.

How should you configure this conversion?

- A. Create one item number that uses grams as the unit of measure. Create a second item number that uses liters as the unit of measure. Create transfers between the items when you need to purchase or consume the items.
- B. Create one item number. Create an intra-unit conversion on the product to convert the grams to liters.
- C. Create one item number with two different configurations. Set one configuration to grams and the other to liters. Then, create transfers between the configurations when you need to purchase or consume the items.
- D. Create an inter-unit conversion on the product to convert the grams to liters.

**Correct Answer: D**

**Explanation**

**Explanation/Reference:**

**Section: (none)**

**QUESTION 39**

A supplier reports that some of the product that they are shipping to you was damaged during transit.

You need to block the damaged items from being received into the warehouse.

Which three methods can you use? Each correct answer presents a complete solution.

- A. Create a quality order.
- B. Place the supplier on hold.
- C. Use manual blocking.
- D. Place the item on hold for purchase.
- E. Use inventory status blocking.

**Correct Answer:** ACE

**Section: (none)**

**Explanation**

**Explanation/Reference:** References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/inventory/inventory-blocking>



**QUESTION 40**

You are setting up product attributes and attribute types.

You need to create a new product attribute type to track if a product has a warranty or not.

Which type should you assign to it?

- A. Enumeration
- B. Text
- C. Boolean
- D. Reference

**Correct Answer:** C

**Explanation**

**Explanation/Reference:**

**Section: (none)**



**Explanation**

**Explanation/Reference:**

**QUESTION 41**

You are setting up policies for tracking inventory throughout its lifecycle.

You need to configure a tracking dimension group so that each item has a unique serial number.

Which two settings should you configure. Each correct answer presents part of the solution.

- A. Primary stocking
- B. Active
- C. Serial number control
- D. Coverage plan by dimension

**Correct Answer:** AC

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 42**

Which two processes will result in an inventory revaluation before month end? Each correct answer presents part of the solution.

- A. General ledger adjustment
- B. Item receipt
- C. Inventory transfer
- D. Inventory adjustment
- E. Cycle count

**Correct Answer:** DE

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 43**

You need to set up new journals to bring in open inventory balances during system setup.

Which two types of journals could you create? Each correct answer is a complete solution.

- A. Movement
- B. Inventory adjustment
- C. Counting
- D. Item arrival

**Correct Answer:** AB

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 44

Which two statements regarding site creation are true? Each correct answer is a complete solution.

- A. A single site can only contain a single warehouse.
- B. A single legal entity can use multiple sites.
- C. A site can be shared by multiple legal entities.
- D. A site shares interrelated transactions.



**Correct Answer:** BD

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### QUESTION 45

You need to estimate how much inventory will be required for your customers over the next six months.

Which feature should you use?

- A. Continuity plans
- B. Supply forecasts
- C. Demand forecasts
- D. Safety stock

**Correct Answer:** C

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 46**

You are creating auto charges.

Which three statements are true? Each correct answer presents a complete solution.

- A. You can define auto charges for category hierarchies.
- B. You can define auto charges for specific vendors.
- C. You can define auto charges for specific categories.
- D. You can define auto charges for specific items.
- E. You can define auto charges for specific delivery modes.

**Correct Answer:** BDE

**Section: (none)**

**Explanation**

**Explanation/Reference:**



**QUESTION 47**

As the accounts payable manager, you have been tasked with creating a purchase order and adding any necessary charges.

You need to add freight and insurance charges to a purchase order.

What are two possible ways of adding freight and insurance charges to a purchase order? Each correct answer presents a complete solution.

- A. Distribute amounts per purchase order line.
- B. Create a new journal for the freight and insurance charges.
- C. Create an item charge group with auto charges for specific vendor groups.
- D. Add two charge codes against the item in the purchase line.

**Correct Answer:** CD

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 48**

You are the quality manager for a company.

Many customers complain about product A0001 due to low quality. You decide to require stricter quality monitoring.

You need to ensure that when a certain item is received, the item is automatically quarantined.

Which group should you assign an item to for automatic quarantining?

- A. Tracking dimension group
- B. Item model group
- C. Item group
- D. Storage dimension group

**Correct Answer: B**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/inventory/quarantine-orders>

**QUESTION 49**

Your company agrees on a purchase price with a supplier for specific products.

The purchasing agreement specifies that the total number of item delivered within a single year cannot exceed 10,000.

You need to create a purchase agreement for the upcoming year.

What should you do?

- A. Create purchase agreements based on quality and weight.
- B. Put purchase agreements on hold during ordering.



- C. Create a release order when no commitment is defined for quantity of product.
- D. Enable Max is enforced.

**Correct Answer:** D

**Section:** (none)

**Explanation**

**Explanation/Reference:**

#### **QUESTION 50**

What is the purpose of a quality order in Microsoft Dynamics 365 for Finance and Operations?

- A. Track issues with customers or vendors.
- B. Define a set of one or more tests that must be performed.
- C. Define locations where quality tests must be performed.
- D. Validate the results of quality testing.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**



#### **QUESTION 51**

You are planning a project which will receive offers from several vendors.

You need to ensure that you receive all competing offers.

What should you create?

- A. An item requirement
- B. A purchase requisition
- C. A purchase order
- D. A request for quotation

**Correct Answer:** D

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 52**

You need to create a purchase requisition for a new computer.

You need to create a purchase requisition and understand the status before you submit it to the workflow.

What is the status of the purchase requisition before submitting it to the workflow?

- A. Draft
- B. In review
- C. In process
- D. Approved

**Correct Answer: A**

**Section: (none)**

**Explanation**

**Explanation/Reference:**



**QUESTION 53**

You are purchasing administrator.

You want the users who are creating the purchase requisitions to identify why they are requesting each purchase.

What should you configure?

- A. Procurement categories
- B. Purchasing policies
- C. Business justification reason codes
- D. Purchase agreement classifications

**Correct Answer: C**

**Section: (none)**

**Explanation**

**Explanation/Reference:**

**QUESTION 54**

You are the accounts payable coordinator for a company.

You need to apply fees to items and purchase orders so that your company can track charges that you apply to services such as freight, transport, and postage.

Which three methods can you use? Each correct answer is a complete solution.

- A. Charge codes
- B. Charges groups
- C. Price charges
- D. Maintain charges on purchase order
- E. Automatic setup of charges

**Correct Answer:** ABD

**Section:** (none)

**Explanation**

**Explanation/Reference:**



**QUESTION 55**

You are a purchasing agent for your company. You are tasked with creating a request for quotation (RFQ) and sending it to the relevant vendors.

You need to categorize the response you receive from the vendors.

What can be set up to categorize responses from vendors?

- A. Result view
- B. Reason codes
- C. Vendor reply status
- D. Purchase agreement classification

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 56**

You receive an order from a supplier. One item that is listed on the packing slip is damaged.

You need to return the damaged item. You have created a purchase order with return order type.

What should you do next?

- A. Generate a receipt list.
- B. Specify an RMA number.
- C. Specify a disposition code.
- D. Create a credit note.

**Correct Answer:** B

**Section:** (none)

**Explanation**

**Explanation/Reference:**

**QUESTION 57**

You are the accounts payable manager for a company.



You activate the change management feature and create a purchase order for 2,000 units of an item that is currently in stock. You need to change the quantity to 2,400 units.

You need to update the purchase order while change management is configured for the vendor.

The purchase order is approved and your manager asks you to update the item's quantity to 2,400 units.

Which action should you perform?

- A. Click on recall in the Workflow area, update, and resubmit to workflow.
- B. Disable the change management feature and update the quantity.
- C. Click on the Request change button and update the quantity.
- D. Click on the Edit button and update the quantity.

**Correct Answer:** C

**Section:** (none)

**Explanation**

**Explanation/Reference:**

References:

<https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/procurement/purchase-order-approval-confirmation>



<https://vceplus.com/>

