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MB6-896

Distribution and Trade in Microsoft Dynamics 365 for Finance and Operations

Exam A

QUESTION 1

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 2

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.



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- 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 3

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 4

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 5

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 6

Which two actions can be performed on the sales quotation? Each correct answer presents a complete solution.

- A. Confirm quotation
- B. Revoke quotation
- C. Approve quotation
- D. Send quotation

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 7

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 8

Which action on a sales order indicates that physical inventory has been deducted?

- A. Invoice a sales order.
- B. Create a sales order.
- C. Post a packing slip for a sales order.



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sales order.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

You need to flag an item for direct delivery.

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

- A. Select a Direct delivery warehouse for the product.
- B. Enable the Direct delivery slider on the product.
- C. Select a default vendor for the product.



- D.
Select a Direct delivery site for the product.

Correct Answer: BC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

You have two warehouses that are positioned next to each other on the same city block.

Transfer orders are generated automatically according to a master plan for moving inventory between warehouses.

You need ensure that the system supports the movement of inventory from one warehouse to the other.

What should you configure?

- A. Movement journals
- B. A quarantine warehouse
- C. Inventory adjustment journals
- D. A transit warehouse



Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

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

- D.
- B. Pro formas
- C. Item lists
- 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 12

A company has two sales groups. A member of the Eastern sales group creates a new sales order for a customer.

The sales order line is calculating the commission for the Central sales group instead of the Eastern sales group.

You need to generate the commission for the Eastern sales group.

What should you use?

- A. The sales journal
- B. The Commission calculation page
- C. The Commission posting page
- D. The line details for the sales order

Correct Answer: C

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 13

You need to group various delivery modes together in order to calculate and apply automatic charges to sales orders.

What should you create?

- D.
A. Customer group
B. Item charge group
C. Mode of delivery
Delivery charges group

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 14

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 15

You are configuring a new legal entity.

D.
You need to map the main accounts for inventory posting.

What should you configure?

- A. Item model groups
- B. Product dimension groups



- C. Tracking dimension groups
- D. Item groups

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16

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 17

You add a new product to the system. You plan to add attributes for the product.

You need to ensure that a user can select from an alphabetical list of specifications.

Which type of attribute should you create?

- A. Boolean
- B. Reference

- C. Integer
- D. Text

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

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 19

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?



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

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:



QUESTION 20

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

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 21

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 22

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 23

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

You need to run a report that shows 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 24

Your company's human resources department has purchased a new computer and the expenses need to be assigned to the IT department.

You need to create an inventory journal to expense an item against a different department.

Which type of inventory journal should you use?

- A. Bill of materials (BOM)
- B. Inventory adjustment
- C. Movement
- D. Transfer

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 25

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 26

You have a small production facility that does not use production routes.

You need to consume items in production and reduce stock.

Which type of journal would you use?

- A. Inventory adjustment
- B. Item arrival
- C. Counting
- D. Bill of materials (BOM)

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

References: <https://community.dynamics.com/ax/b/abhijeethelestheaxeffect/archive/2017/03/28/bills-of-materials-journal-in-ax-2012-r3>

QUESTION 27

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 28

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 29

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 30

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

You need to explain the various types of invoice matching that are available.

Which three should you select? Each correct answer presents a complete solution.

- A. Terms of payment
- B. Three-way
- C. Invoices totals
- D. Two-way
- E. Cash discount

Correct Answer: BCD

Section: (none)

Explanation

Explanation/Reference:

References: <https://technet.microsoft.com/en-gb/library/hh242852.aspx>

QUESTION 31

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 32

You are the purchasing agent for a company.

You need to create a request for quotation for a product that has not been added to Microsoft Dynamics 365 for Finance and Operations.

What should you use?

- A. Item
- B. Open
- C. Category
- D. Solicitation

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/procurement/tasks/create-request-quotation>

QUESTION 33

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 34

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 35

You enter an order into Microsoft Dynamics 365 for Finance and Operations for a customer.

Your company payment terms require the customer to prepay for all shipments. The customer does not have the payment information available when you enter the order into the system.

You need to prevent the sales order from being processed.

What should you do?

- A. Create an order event.
- B. Change the reservation method on the order.
- C. Add a note to the order.
- D. Place the order on hold.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36

A customer reports that the representative who took their order earlier in the day incorrectly entered the order.

You need to determine which customer service representative entered the order if any modifications to the order have been made.

What are two possible ways to achieve the goal? Each correct answer presents a complete solution.

- A. Run the Order holds report.
- B. View the Order scripts pages.
- C. View the Order hold page.
- D. View the Order events history inquiry page.
- E. Run the Order events report.

Correct Answer: DE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37

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.



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- 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 38

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 39

You establish a new installment plan for purchases greater than \$2,500.00 that allows customers to pay the balance due over 12 months.

You need to set up the new payment method.

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

- A. Payment term
- B. Adjustment method
- C. Payment schedule

D. Payment day

Correct Answer: AD

Section: (none)

Explanation

Explanation/Reference:

References: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/financials/general-ledger/tasks/establish-customer-payment-terms> **QUESTION 40**

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 41

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 42

For all the customers in a specific geographical area, you must assess a four percent charge due to a recent government regulation.

You need to configure Microsoft Dynamics 365 to Finance and Operations to automatically assess the charge for appropriate customers.

What should you configure?

- A. A delivery charge group
- B. A customer charge group
- C. A service item
- D. A state sales tax group

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

References: <https://technet.microsoft.com/en-us/library/aa498345.aspx>

QUESTION 43

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 44

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 45

You need to configure email functionality to send customer emails.

Which three options should you choose? Each correct answer is part of the solution.

- A. Create an email notification profile.
- B. Set the account statement value to Always.
- C. Configure an SMTP server.
- D. Set up external codes for the customer.
- E. Create an email template.

Correct Answer: ACE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46

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 47

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

Section: (none)

Explanation

Explanation/Reference:

QUESTION 48

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 49

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 50

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 51

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 52

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 53

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 54

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 55

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:



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