

# Microsoft

## Exam Questions MB6-896

Distribution and Trade in Microsoft Dynamics 365 for Finance and Operations



#### NEW QUESTION 1

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 and 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.

**Answer:** DE

#### NEW QUESTION 2

You are creating a customer record. You need to add transportation costs to customer orders. What should you define?

- A. Sales Tax Group
- B. Terms of Payment
- C. Delivery Terms
- D. Mode of Delivery

**Answer:** D

#### NEW QUESTION 3

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.

**Answer:** ACE

#### NEW QUESTION 4

You plan to set up order entry deadlines to reflect specific shipping dates for all sales orders. What is the purpose of the order entry deadline?

- A. It is a warehouse-specific tim
- B. Orders that are received by that time are always shipped out the same day.
- C. It is a site-specific tim
- D. The processing time clock starts for all orders that are processed by that time.
- E. It is a warehouse-specific tim
- F. The processing time clock starts for all orders that are processed by that time.
- G. It is a site-specific tim
- H. Orders that are received by that time are always shipped out the same day.

**Answer:** A

#### NEW QUESTION 5

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

**Answer:** AD

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

#### NEW QUESTION 6

You need to create a group to organize customers that share similar sales commission attributes. Which group should you use?

- A. Vendor group
- B. Customer group
- C. Customer groups for commissions
- D. Commission group

**Answer:** C

#### NEW QUESTION 7

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

**Answer:** AC

#### NEW QUESTION 8

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 products.
- C. Select a default vendor for the product.
- D. Select a Direct delivery site for the product.

**Answer:** BC

#### NEW QUESTION 9

You need to group various delivery modes together in order to calculate and apply automatic charges to sales orders. What should you create?

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

**Answer:** D

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

#### NEW QUESTION 10

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.

**Answer:** BDE

#### NEW QUESTION 10

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.

**Answer:** D

#### NEW QUESTION 15

You are the quality manager for a company. You to set up a test for specific components of an item. You need to configure the system to indicate whether tests pass or fail. What should you configure?

- A. item quality group
- B. quality group
- C. test outcomes
- D. item sampling

**Answer:** C

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

#### NEW QUESTION 20

You need to define charges specific to a customer or vendor that will be automatically added when new sales or purchase orders (POs) are created. Which three types of charge groups can you define as auto charges? Each correct answer presents a complete solution.

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

**Answer:** CDE

#### NEW QUESTION 24

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 for 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

**Answer:** D

#### NEW QUESTION 25

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.
- D. Pick a sales order.

**Answer:** D

#### NEW QUESTION 29

You need to add a flat fee of \$500.00 for freight to any sales order that includes item number A0001. What should you configure?

- A. charge codes
- B. change management
- C. delivery schedules
- D. direct delivery

**Answer:** A

#### NEW QUESTION 31

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

**Answer:** BC

#### NEW QUESTION 34

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

**Answer:** D

**Explanation:** <https://technet.microsoft.com/en-gb/library/gg232202.aspx>

#### NEW QUESTION 38

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

E. Maximum utilization

**Answer:** CE

**NEW QUESTION 42**

You are creating a sales agreement.

The sales agreement must affect the unit price, price unit, and discount amount for a sales order after the sales order is linked to a sales agreement.

Which commitment type should you use?

- A. Value
- B. Product value
- C. Product category value
- D. Product quantity

**Answer:** D

**Explanation:** <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/sales-marketing/sales-agreements>

**NEW QUESTION 45**

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

**Answer:** AC

**NEW QUESTION 46**

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.

**Answer:** CD

**NEW QUESTION 49**

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

**Answer:** D

**NEW QUESTION 52**

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

**Answer:** BC

**NEW QUESTION 55**

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.

**Answer:** B

**NEW QUESTION 58**

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

**Answer:** A

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

#### NEW QUESTION 62

You add a new 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

**Answer:** D

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

#### NEW QUESTION 63

You are creating new attributes for an apparel company. You create three new attributes that are related to the Shirts category. You need to assign the three new attributes to the Shirts category. What should you create?

- A. attribute types
- B. batch attributes
- C. attribute groups
- D. batch attribute groups

**Answer:** A

#### NEW QUESTION 67

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

**Answer:** CD

#### NEW QUESTION 70

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?

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

**Answer:** A

**Explanation:** <https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/procurement/set-up-maintain-vendor-collaboration>

#### NEW QUESTION 75

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.

**Answer:** AC

#### NEW QUESTION 78

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. invoice totals
- D. two-way
- E. cash discount

**Answer:** BCD

#### NEW QUESTION 83

You create a sales quotation for a new prospect. The prospect agrees to the terms of the quotation. You attempt to confirm the quotation. The Confirm option for the quotation is not enabled. You need to confirm the quote. What should you do?

- A. Save the quotation.
- B. Convert the prospect to a customer.
- C. Accept the quotation.
- D. Change the status of the quotation.

**Answer:** B

#### NEW QUESTION 86

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. multiline discount

**Answer:** C

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

#### NEW QUESTION 90

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

**Answer:** D

#### NEW QUESTION 94

You need to receive the items into inventory. What should you do?

- A. Register the item and create an item arrival journal.
- B. Register the item and create a product receipt.
- C. Create a receipts list from the purchase order.
- D. Create a stock movement journal for the item.

**Answer:** B

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

#### NEW QUESTION 97

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

**Answer:** B

#### NEW QUESTION 98

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

**Answer:** A

#### NEW QUESTION 103

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

Your company payment terms require that 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.

- 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.

**Answer:** D

#### NEW QUESTION 108

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

**Answer:** BD

#### NEW QUESTION 113

You are the purchasing manager for a company. One or more products on a packing slip are not delivered in a shipment from a supplier.

You need to determine the next step that should be taken in response to not receiving products listed on the packing slip.

What should you do?

- A. Create a receipt list for the purchase order.
- B. Create a credit note for the purchase order.
- C. Create a case for the purchase order.
- D. Create a product receipt for the purchase order.

**Answer:** D

#### NEW QUESTION 118

You are the quality manager for your company.

You need to configure the system to allow quality testing of some items from every purchase order received.

What should you configure?

- A. quality test group
- B. quality association
- C. manual quality order
- D. quality test

**Answer:** A

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

#### NEW QUESTION 121

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

- A. approve of the purchase requisition
- B. submit the purchase order to the vendor
- C. create a purchase order
- D. submit a purchase requisition

**Answer:** AD

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

#### NEW QUESTION 124

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

**Answer:** C

#### NEW QUESTION 127

You are setting up a new customer in Microsoft Dynamics 365 for 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

**Answer:** BCD

**Explanation:** <https://technet.microsoft.com/en-us/library/aa550231.aspx>

#### NEW QUESTION 129

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

**Answer:** C

**Explanation:** <https://technet.microsoft.com/en-us/library/dn631660.aspx>

#### NEW QUESTION 130

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

**Answer:** D

#### NEW QUESTION 133

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

The purchasing agreement specifies that the total number of items 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 agreement on hold during ordering.
- C. Create a release order when no commitment is defined for quantity of product.
- D. Enable Max is enforced.

**Answer:** D

#### NEW QUESTION 135

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 answer represents 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.

**Answer:** CD

**NEW QUESTION 137**

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

**Answer:** BCD

**NEW QUESTION 140**

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.

**Answer:** ACE

**NEW QUESTION 144**

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