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Microsoft

MB6-892

Microsoft Dynamics AX Distribution and Trade

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Version product

Question: 1

Your supervisor asks you to complete the sales quotations that you have sent to a series of prospects. Which two actions must you perform on each sales quotation to process it? Each correct answer presents part of the solution.

- A. Clear the order holds.
- B. Mark the quotation as effective.
- C. Generate a confirmation.
- D. Convert the prospects to customers.

Answer: C,D

Question: 2

Your department manager wants an estimate of the actual invoice amounts that you will bill for a customer this month. However, the department manager does not want these amounts posted. From which two types of invoices can you create a pro forma invoice? Each correct answer presents a complete solution.

- A. subledger
- B. customer
- C. payment schedule
- D. free text

Answer: A,C

Question: 3

You are the payroll manager for your company. You are responsible for paying commission to sales personnel. One rule for the company is to pay a higher commission rate for new customers. You need to configure Microsoft Dynamics AX Distribution and Trade to calculate these amounts. What should you set up in Microsoft Dynamics AX to capture the sales from those customers defined as new?

- A. Commission posting
- B. Commission calculation
- C. Customer group for commissions
- D. Sales group

Answer: C

Question: 4

You are an order processor at Contoso, Ltd.

You create a new sales order for a wholesale company. Later, the sales manager at Contoso, Ltd. for the wholesales account informs you that their company has a sales agreement for a 10 percent discount on apparel items.

You need to ensure that the discount is applied correctly to the order and that the order updates the fulfillment of the sales agreement.

What should you do?

- A. Put the sales order on hold, and then create a release from the sales agreement.
- B. Update the existing sales order lines to link to the sales agreement by using the Price details option under the Sales orderline button on the sales order.
- C. Delete the sales order, and then create a new sales order by using the Copy from journal function.
- D. Update the existing sales order lines to link to the sales agreement by using the Create link option under the Update line button on the sales order.

Answer: C

Question: 5

A customer wants to return an item.

You need to pick a disposition action where the item is replaced, the original item is destroyed, and the customer is credited.

Which action should you select?

- A. credit
- B. replace and scrap
- C. replace and credit
- D. scrap

Answer: C

Question: 6

You are the accounts receivable manager for your company.

You want to set up Microsoft Dynamics AX Distribution and Trade so that a group of customers are automatically charged a handling charge on all orders based on their geographic location.

Which charges groups should you set up?

- A. Item charge group
- B. Vendor charge group

- C. Delivery charges groups
- D. Customer charge group

Answer: C

Question: 7

You need to explain the new sales quotation process to your sales team.
You want to cover the items that are included in the basic quotation to the customer.
Which three items are included in a quotation? Each correct answer presents part of the solution.

- A. trade agreements
- B. sales agreements
- C. discounts
- D. taxes and surcharges
- E. direct delivery

Answer: B,C,E

Question: 8

You are advising a client's accounting department.
They want to know when the sales demand is satisfied and the physical inventory is relieved for stock items.
Which action indicates this to them?

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

Answer: B

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