



MB6-896^{Q&As}

Distribution and Trade in Microsoft Dynamics 365 for Finance and Operations

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QUESTION 1

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

Correct Answer: C

QUESTION 2

You are the 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: A

QUESTION 3

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: BCD

QUESTION 4

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

Correct Answer: ADE

QUESTION 5

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: CD

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