



MB6-896^{Q&As}

Distribution and Trade in Microsoft Dynamics 365 for Finance and Operations

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QUESTION 1

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

Correct Answer: C

QUESTION 2

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: C

QUESTION 3

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.

Correct Answer: A

QUESTION 4

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

QUESTION 5

You are 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 answers is part of the solution.

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

Correct Answer: D

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