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Microsoft Dynamics 365 Commerce Functional Consultant

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QUESTION 1

DRAG DROP

A company implements Dynamics 365 Commerce to manage physical stores and online commerce channels.

You need to configure price rules to automatically calculate margin and profits.

Which processes should you implement? To answer, drag the appropriate processes to the correct requirements. Each process may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to

view content.

NOTE: Each correct selection is worth one point.

Select and Place:

Processes

Legal entity
Operating unit
Organization hierarchies
Commerce channel

Answer Area

Requirement	Process
Use a percentage of the price basis to calculate the sales price.	
Use a percentage of the sales price to calculate the amount of profit.	

Correct Answer:

Processes

| Legal entity |

| |

| Organization hierarchies |

| |

Answer Area

Requirement	Process
Use a percentage of the price basis to calculate the sales price.	Commerce channel
Use a percentage of the sales price to calculate the amount of profit.	Operating unit

Explanation:

Box 1: Commerce channel Channels In the commerce industry, it\\'s very typical to have different prices in different channels.

If a channel\\'s currency differs from the company currency, the base price in that channel is determined by using currency conversion on the price that is set on the product.

Box 2: Operational unit Operating unit An operating unit is an organization that is used to divide the control of economic resources and operational processes in a business. People in an operating unit have a duty to maximize the use of scarce resources, improve processes, and account for their performance.

The types of operating units include cost centers, business units, value streams, departments, and commerce channels.

For example, Departmen: An operating unit that represents a category or functional part of an organization that performs a specific task, such as sales or accounting. Used to report on functional areas. A department may have profit and loss responsibility, and may consist of a group of cost centers.

Incorrect:

* Organizational hierarchies represent the relationships between the organizations that make up your business.

Reference: https://docs.microsoft.com/en-us/dynamics365/commerce/price-management https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/fin-ops/organization-administration/organizations-organizational-hierarchies

QUESTION 2

A company has recently deployed Microsoft Dynamics 365 Finance. You have been hired as a Functional Consultant. Your role will include the management of the Dynamics 365 Finance system and to provide training for members of the

Accounts team.

You are providing training on the cost accounting module in the Dynamics 365 Finance system.

Which of the following are examples of cost behavior?

A. Primary, secondary

B. By elements, by traceability

C. Products, projects, departments

D. Fixed, variable, semi-variable

Correct Answer: D

QUESTION 3

Your role of Systems Administrator includes the management of your company\\'s Microsoft Dynamics 365 Finance system.

A company requirement states that all purchase orders for purchases under $500 must be approved by a line manager. All purchase orders for purchases over $500 must be approved by the Finance Manager.

You are configuring workflow process in Dynamics 365 Finance to meet the purchase order approval requirements.

You need to configure the permissions in the workflow.

Which of the following actions should the `?originator\\' be able to perform?

A. Delegate

B. Complete

C. Start a workflow

D. Approve

Correct Answer: C

QUESTION 4

A company uses Dynamics 365 Commerce. The company implements Modern POS for store operations.

The company requires a near real-time view of the inventory for the stores. The view must reflect sales throughout the day.

You need to ensure that on-hand quantities for products in the stores are up to date.

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

NOTE: Each correct selection is worth one point.

A. Retrieve transactions from stores

B. Post store statements

C. Run the Transaction Consistency Checker tool

D. Calculate store statements

E. Post inventory

Correct Answer: BD

Reference: https://docs.microsoft.com/en-us/dynamics365/commerce/calculated-inventory-retail-channels

QUESTION 5

HOTSPOT

A company uses Dynamics 365 Commerce for product pricing and inventory.

The company is setting up the pricing for a new series of limited-edition products.

These products must not be discounted or given away as a free promotional item.

You need to configure the system.

Where should you configure the functionality? To answer, select the appropriate options in the answer area.

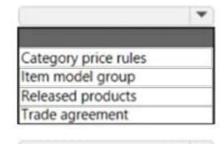NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Requirement	Location
Prevent products from being given away as a promotional item.	▼
	Category price rules
	Item model group
	Released products
	Trade agreement
Disable discounts for the limited-edition products.	▼
	Category price rules
	Item model group
	Price groups
	Released products

Correct Answer:

Answer Area

Requirement	Location
Prevent products from being given away as a promotional item.	▼
	Category price rules
	Item model group
	Released products
	Trade agreement
Disable discounts for the limited-edition products.	▼
	Category price rules
	Item model group
	Price groups
	Released products

Box 1: Category price rule

Box 2: Released products Options for preventing discounts for retail products There are various reasons why retailers may want to prevent some products from being discounted, either from a promotion or during the sale at the POS.

The following options, which can be found on the Commerce tab of released products, will allow the product to be configured to prevent all or manual discounts. The settings can also be specified at the category level from the category hierarchy.

*

Prevent all discounts Select this option to prevent all types of discounts from being applied to this product. This includes promotions such as mix and match, quantity and threshold discounts, as well as manual line and transaction discounts that are applied during a sale by a POS user.

*

Prevent manual discounts Select this option to only prevent the manual line or transaction discounts that are applied during a sale by a POS user. Products with this option selected are still eligible for promotions, such as mix and match and quantity and threshold discounts.

Reference: https://docs.microsoft.com/en-us/dynamics365/commerce/prevent-discounts