



Microsoft Dynamics AX 2012 R3 Trade and Logistics

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#### **QUESTION 1**

You add a new prospect.

You send the prospect a sales quotation that contains 100 items.

The prospect agrees to all of the terms in the sales quotation.

You need to create a sales order and complete the sale.

What should you do?

A. Convert the prospect to a customer, and then confirm the sales quotation.

B. Cancel the sales quotation, and then enter a new sales order.

C. Confirm the sales quotation, and then enter a new sales order.

D. Confirm the sales quotation, convert the prospect to a customer, and then enter a new sales order.

Correct Answer: D

A prospect is a temporary contact that is created by sales representative.

#### **QUESTION 2**

You are setting up a new product.

Which of the following three fields are required to finalize the released product? Each correct answer presents pan of the solution.

- A. Product category
- B. Item group
- C. Item sales tax group
- D. Storage Dimension group
- E. Item model group

Correct Answer: BDE

In the Released products form

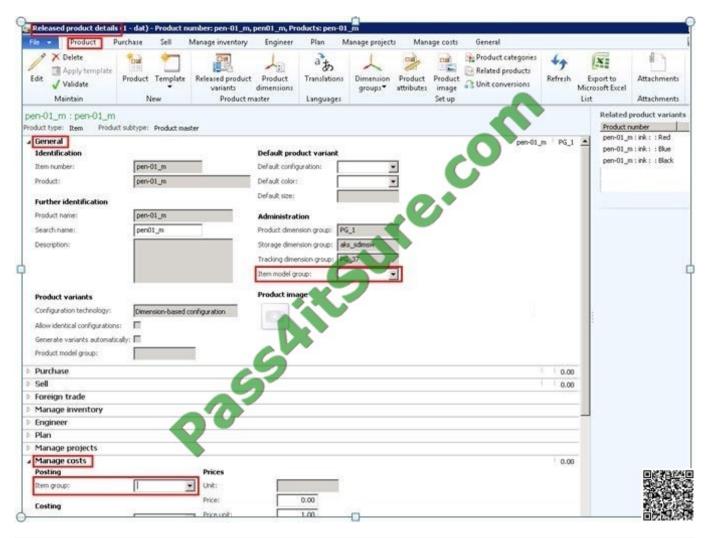
In the Released product details form, in the General Fast Tab , you will find `Item Model Group\\' Field From the drop down menu, select an item model group. In the same form , in `Manage costs\\' tab posting, field you will find `Item Groups\\'

Field.

From the drop down menu select an Item Group.



Now the item or Product or Product master is ready for further transactions.



#### **QUESTION 3**

You receive a faulty item from a vendor. You need to create a vendor return. What should you create?

- A. A copy of the purchase order
- B. A free text invoice
- C. A credit note from a production order
- D. A copy of the invoice journal that includes the invoice
- Correct Answer: A

There are two ways to create Vendor return in AX 2012:

1.

Create purchase order with negative quantity



2.

Create a return purchase order.

### **QUESTION 4**

You need to identify during which processes you can register a serial number manually for an item. Which three processes should you identify? Each correct answer presents a complete solution.

- A. While registering a product
- B. While creating a sales order line
- C. While creating a purchase order line
- D. While releasing to the warehouse
- E. While completing related quality orders

Correct Answer: BDE

B: Now create a sales order by navigating to Accounts receivable=> Common=> Sales orders=> All sales orders, click on Sales order button under New section and in the opened form specify the Customer account and click OK button. Now in sales order details form that gets opened specify Item number, Site, Warehouse, Quantity and Unit price information for the product as required. While shipping the sales order to customer, during packing slip generation we now get an option to register the serial numbers. Switch to the Pick and pack tab on sales order details form and click on Packing slip button under Generate section. Switch to the Lines tab and click on button Update line=> Register serial numbers option.

uring the sales invoice process also we can register the serial numbers and choose whether

\* D to present them in the invoice or not

#### **QUESTION 5**

You need to report a bill of materials (BOM) as finished.

Which three settings should you specify before you report the BOM as finished? Each correct answer presents part of the solution.

- A. Subcomponents
- B. BOM number
- C. Date
- D. Quantity
- E. Storage dimensions

Correct Answer: BCD

A bill of material (BOM) can be reported as finished when no further changes are necessary and when you want to post



the inventory transactions.

At a minimum, enter information in the following fields: BOM number Date Quantity Item number Any applicable Configuration

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