



MB6-892^{Q&As}

Microsoft Dynamics AX Distribution and Trade

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**QUESTION 1**

You are the controller for your company.

Company policy states that when a sales order is entered, the credit limit needs to be checked against the outstanding balance owed plus any sales order that has not been shipped, delivered, or invoiced yet.

How should you configure Microsoft Dynamics AX Distribution and Trade in this situation?

- A. In the Customer record, set the Credit limit to 0, which will check against all outstanding transactions.
- B. In the Customer record, disable the Mandatory credit limit.
- C. In Accounts receivable parameters, set the Credit limit type to Balance.
- D. In Accounts receivable parameters, set the Credit limit type to Balance+All.

Correct Answer: D

QUESTION 2

You send a sales quotation to a customer named Contoso, Ltd.

You have another customer named Lit ware, Inc.

Lit ware has a trade agreement in place, which includes two of the items in the sales quotation that was sent to Contoso.

You plan to copy the sales quotation to create a sales quotation for Lit ware.

You need to ensure that the sales quotation for Lit ware adheres to the trade agreement you have with Lit ware.

Which option should you select in the copy quotation function?

- A. Copy precisely
- B. Recalculate price
- C. Copy charges
- D. Delete quotation lines

Correct Answer: D

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.

Answer: D

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

QUESTION 3

You need to ensure that a shipment from a vendor can be accepted into inventory, even if the quantity of the product received is greater than the amount ordered. What should you configure?

- A. The inventory and warehouse management parameters
- B. The procurement and sourcing parameters
- C. The product Information management parameters
- D. The accounts payable parameters

Correct Answer: A

QUESTION 4

You send a sales quotation to a customer.

The customer requests several changes to the original quotation, which results in a total of five different quotations being sent to the customer. Each quotation includes modifications to the original quantity and the original price.

The customer accepts the third quotation that was sent

You need to review the details of the third quotation.

What should you open?

- A. The Quotation journal
- B. The Sales quotation list page
- C. The Alternative quotations
- D. The Quotation confirmation journal

Correct Answer: B

QUESTION 5

You are the accounts receivable manager for your company.



You need to set up a new customer as soon as possible. You add the customer's name and address, contact information, their bank information, and all delivery information.

What information is required before you can save the customer?

- A. terms of payment
- B. credit limit
- C. customer group
- D. sales tax group

Correct Answer: C

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