



MB6-703^{Q&As}

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 part 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

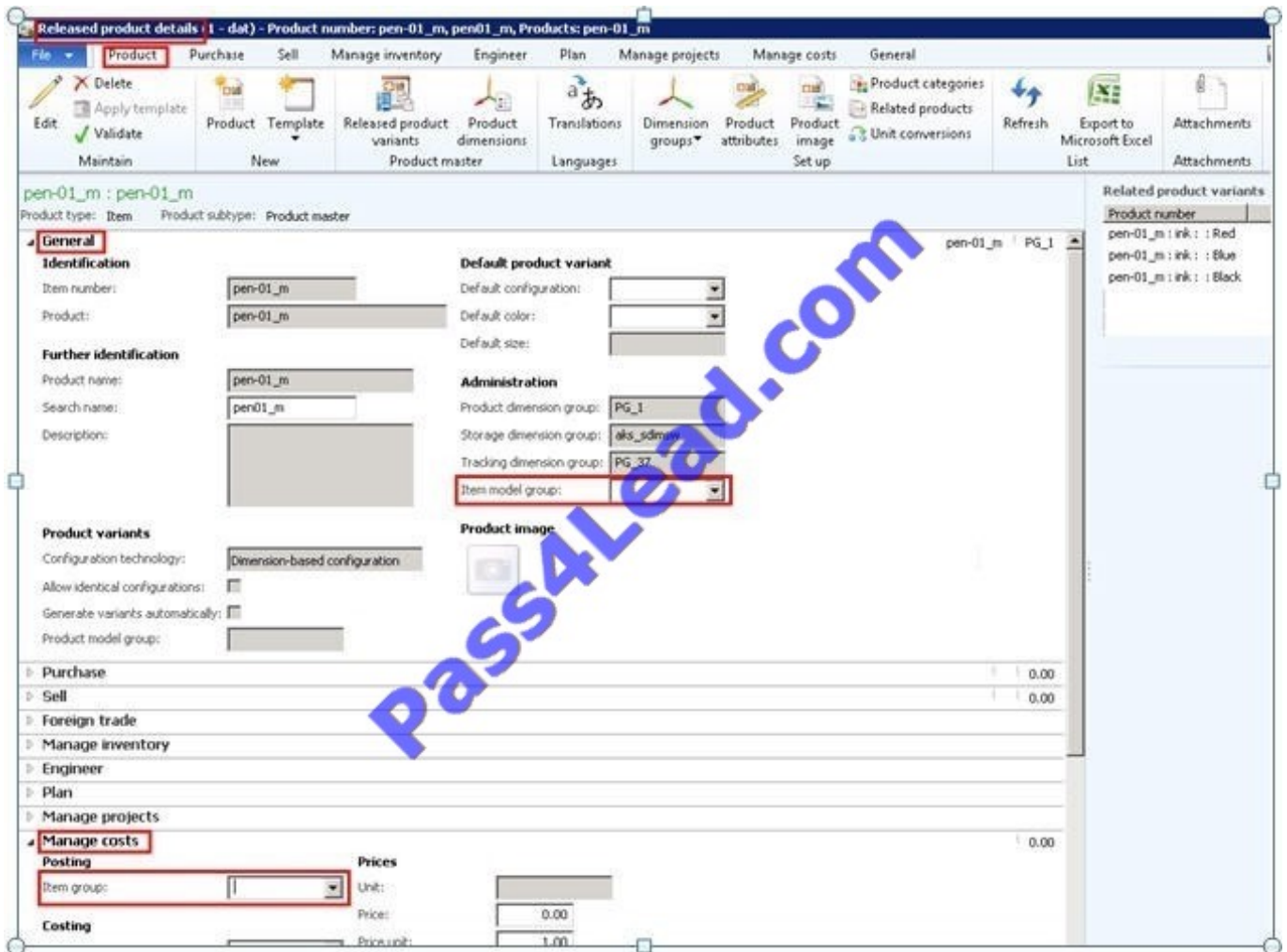
In the Released product details form, in the General Fast Tab , you will find `Item Model Group` Field From the drop down menu, select an item model group. In the same form , in `Manage costs` tab posting, field you will find `Item Groups`

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 plan to set up a commission structure in Dynamics AX.

You need to configure the groups for commission calculations. Which three types of groups should you configure? Each correct answer presents part of the solution.

- A. Item groups
- B. Commission customer groups
- C. Sales groups
- D. Item discount groups
- E. Campaign groups

Correct Answer: ABC

* Microsoft Dynamics AX 2012 Sales Commission offers the following flexibility:



Customers You can define a sales commission arrangement for a group of customers, for a specific customer, or for all customers.

Products You can define a sales commission arrangement for a group of products, for a specific product, or for all products.

Salespersons You can define a sales commission arrangement for a group of salespersons or all salespersons, and apply a commission split among the individual salespersons within the specific group of salespersons.

QUESTION 4

A sale was made, and on one of the lines of the sales order, another sales group must be given credit for the sale and any commission that is generated for that line.

You need to generate the commission on the relevant sales line to the other sales group. What should you use?

- A. The sales journal
- B. The line details section of the sales order
- C. The Commission calculation form
- D. The Commission posting form

Correct Answer: C

Commission calculation

Click Navigation Pane node: Accounts receivable -> Setup -> Commission -> Commission calculation.

Go to the Setup tab, specify the following options:

Etc.

QUESTION 5

You need to set up a bill of materials (BOM) to meet the following requirements:

When fewer than 500 pieces of a BOM item are produced, the production cost must be 6.78 US dollars for each item.

When 500 pieces or more of a BOM item are produced, the production cost must be 6.52 US dollars for each item.

What should you do?

- A. Create one BOM version that has the per series field on each line set to 500. Create a second BOM version that has the per series field on each line set to 1.
- B. Create one BOM version that has a from qty. of 0. Create a second BOM version that has a from qty. of 500.
- C. Create one BOM version that has the Quantity field on each line set to 500. Create a second BOM version that has the Quantity field on each line set to 1.
- D. Create one BOM version that has the per series field set to 500 on each line that is specific to the BOM when 500



pieces or more are produced, and has the Per series field set to 1 for each line when less than 500 pieces are produced.

Correct Answer: C

BOM versions and lines (form) [AX 2012]

/ Field: Per Series

Number of units for which the Quantity field is valid.

Example

If the quantity is 1, the unit is liter, and per series is 100, one liter of the item is required to produce 100 finished BOM items.

/ Field: Quantity

The number of items included in one unit, or one series of the BOM item. If the quantity is calculated per series, indicate the basis of the series in the Per series field.

Example

If a BOM item is generally referred to in 100-pound packages, and there are 10 pounds of component item A per 100-pound package, the quantity would be 10 per series 100. In production, it involves a gain of the current item; in

consumption, it is a negative quantity.

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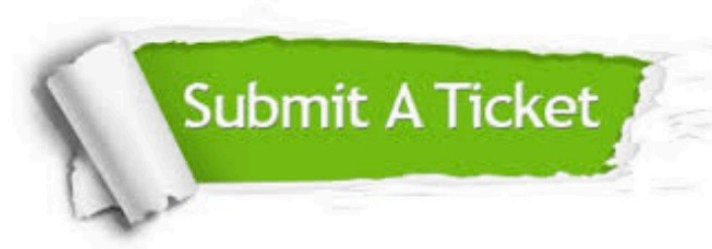
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