



MB6-892^{Q&As}

Microsoft Dynamics AX Distribution and Trade

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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

QUESTION 2

You are the purchasing administrator for your company. You need to create a purchasing policy.

Which two policy rules should be selected to manage employee access to specific categories in the procurement category hierarchy and to define rules that control the requisition creation process? Each correct answer presents part of the solution.

- A. Category access policy rule.
- B. Replenishment category access policy rule.
- C. Requisition purpose rule
- D. Purchase requisition control rule

Correct Answer: AD

QUESTION 3

You need to explain the new sales quotation process to your sales team.

You want to cover the items that are included in the basic quotation to the customer.

Which three items are included in a quotation? Each correct answer presents part of the solution.

- A. trade agreements
- B. sales agreements



- C. discounts
- D. taxes and surcharges
- E. direct delivery

Correct Answer: ACD

QUESTION 4

Your company receives a shipment of not-stocked items from your supplier.

You need to receive the items into inventory.

What should you do?

- A. Register the item and create a product receipt.
- B. Create a stock movement journal for the item.
- C. Register the item and create an item arrival journal.
- D. Create a receipts list from the purchase order.

Correct Answer: A

QUESTION 5

You are creating a new product master.

Which three steps should you complete on the product master before using the product on sales orders and purchase orders? Each correct answer presents part of the solution.

- A. Create product attributes in one or more legal entities.
- B. Create product dimension values.
- C. Create product variants.
- D. Release the products and variants to one or more legal entities.
- E. Create product dimension groups.

Correct Answer: BDE

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