

MB-340^{Q&As}

Microsoft Dynamics 365 Commerce Functional Consultant

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QUESTION 1

A sales director wants to create a consistent revenue stream by targeting customers to sign up for continuity programs.

You need to configure continuity programs.

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

NOTE: Each correct selection is worth one point.

- A. Create template sales orders for the customers.
- B. Configure order fulfillment.
- C. Create a continuity program.
- D. Create a parent product for the continuity program.
- E. Configure Commerce shared parameters.

Correct Answer: CDE

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/set-up-continuity-program>

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 can be primary or secondary?

- A. Cost element
- B. Cost classification
- C. Cost control unit
- D. Cost behavior

Correct Answer: A

QUESTION 3

You work as the Finance Manager for a company. The company uses Microsoft Dynamics 365 Finance for its accounting system.

Budgets have been configured and approved for the upcoming fiscal period.

You need to configure budget control to allow only specific users to post transactions that exceed the budget.

Which of the following should you configure?

- A. Budget groups
- B. Main accounts
- C. Over budget permissions
- D. Budget allocations
- E. Budget models

Correct Answer: C

QUESTION 4

DRAG DROP

You need to configure distributed order management (DOM) rules to meet the business requirements.

Which rules should you configure? To answer, drag the appropriate rules to the correct business requirements. Each rule 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:

Rules

- Partial orders
- Minimum inventory
- Fulfillment location priority
- Offline fulfillment location

Answer Area

Business requirement

- Order fulfillment
- Store grading
- Inventory allocation

Rule

Correct Answer:

Rules

Offline fulfillment location

Answer Area

Business requirement

Order fulfillment

Store grading

Inventory allocation

Rule

Partial orders

Fulfillment location priority

Minimum inventory

Box 1: Partial order rule

All products on the order must be shipped from a single store.

Partial order rule

With the Partial order rule, you can configure certain parameters such as allowing a partial fulfillment of orders or order lines. Therefore, based on the exact configuration, DOM might either fulfill the entire order or it might fulfill a partial order

and partial lines when it cannot fulfill the complete order from a single location.

Box 2: Fulfillment location priority

Stores must be categorized based on their grade: A stores first, then B stores, then C stores.

Fulfillment location priority rule

With the Fulfillment location priority rule, if all else is equal, DOM would pick a location that is most optimal for fulfillment, either in terms of distance or in terms of cost. However, certain scenarios do occur when you might not want to use that approach. You might want DOM to follow a preset hierarchical way of defining or deriving a location.

For example, typically at the end of season, you might have merchandise from the retail stores going back into an outlet store. Thus, when an order for a product comes in, you want to prioritize your stores to be used as a fulfillment location

first before DOM picks the outlet store. In this way, if remainders of that inventory exist in the store channel, you want DOM to pick that store as a first option for fulfillment.

Therefore, if you want to define a hierarchy of locations in terms of how DOM should derive locations for fulfillment, you can use the fulfillment location priority rule to accomplish that task. You can define that rule for a category of products or

down to the level of specific products.

Box 3: Minimum inventory rule

Allocation of last remaining inventory must only happen if no other stores can fulfill an order.

Minimum inventory rule

The Minimum inventory rule defines the minimum inventory for a certain category of products or for individual products

in all different locations or a group of locations.

To illustrate this concept with an example, the following scenario shows a brick-and-mortar store, where you have walk-in customers, but you also want to use the store as a fulfillment center to fulfill orders. When DOM is looking at that

location (your retail store), it finds a certain level of inventory. Consequently, you need to consider whether you want all the inventory to be available for DOM purposes.

Typically, this scenario is not the case, because you want to retain some inventory reserves in the store so that you have enough stock to sell directly to walk-in customers. In this sense, by using the Minimum inventory rule, you can define a

set of rules that help you reserve inventory for your walk-in customers, while ensuring that everything else is considered by DOM for the purposes of fulfillment.

Incorrect:

Offline fulfillment location rule

The consideration with the Offline fulfillment location rule is that not every location is available for fulfillment at every given time of the year. Typically, during the holiday season, your stores are so busy that they can't fulfill orders and provide

quality service to your walk-in customers at the same time. Consequently, you might need to take certain locations offline from the network for a specific duration so that DOM does not consider those locations as fulfillment centers. You can

accomplish this task by a date and for a group of locations.

Reference: <https://docs.microsoft.com/en-us/learn/modules/configure-work-order-fulfillment/02-2-work-rules>

QUESTION 5

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

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