



MB6-892^{Q&As}

Microsoft Dynamics AX Distribution and Trade

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QUESTION 1

You need to configure commissions to be calculated on sales, only after all discounts are taken on the line items of a sales order. What should you use?

- A. The Sales order journal
- B. The Price/discount agreement journal
- C. The Commission percentage field
- D. The Discount field

Correct Answer: D

QUESTION 2

You are the order processor for an apparel company.

You need to send a document to a customer that includes their order details.

What should you do?

- A. Generate a confirmation.
- B. Generate a quotation.
- C. Send a catalog.
- D. Send shipment details.

Correct Answer: A

QUESTION 3

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 4

Your supervisor asks you to complete the sales quotations that you have sent to a series of prospects.

Which two actions must you perform on each sales quotation to process it? Each correct answer presents part of the solution.

- A. Clear the order holds.
- B. Mark the quotation as effective.
- C. Generate a confirmation.
- D. Convert the prospects to customers.

Correct Answer: BC

QUESTION 5

You are an accounts receivable manager.

Your company wants its top 10 customers in August to receive a best-selling product at a reduced price.

You need to establish a price.

Which two actions should you perform to configure Microsoft Dynamics AX Distribution and Trade for this task? Each correct answer presents part of the solution.

- A. Set up the item sales price in the released product table.
- B. Set up a Customer group for the 10 customers to be assigned to.
- C. Set up a price/discount journal.
- D. Set up a Price/Discount group for the 10 customers.

Correct Answer: CD

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