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## **Q&A**

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**Exam** : **MB6-204**

**Title** : Axapta 3.0 Trade and  
Logistics

**Version** : DEMO

1. What information can only be specified in the Advanced view of the sales order form?

- A. Alternative addresses and currency
- B. Trade agreements and alternative addresses
- C. Contact persons and language
- D. Delivery addresses and alternative addresses

**Answer: B**

2. Miscellaneous charges are posted according to the setup of which from the following?

- A. Item groups
- B. Customer/Vendor
- C. Miscellaneous charges groups
- D. Miscellaneous charges codes

**Answer: D**

3. How can Axapta be set up to default price and amount information on a given vendor purchase order?

- A. Set it up on the vendor
- B. Set it up on the purchase order
- C. Set it up on the Purchase order parameters
- D. Set it up in the Vendor parameters

**Answer: A**

4. What will the status be after invoice updating all items for an order with the order type subscription?

- A. Open order
- B. Delivered
- C. Invoiced
- D. Canceled

**Answer: A**

5. Which order types generate inventory transactions?

- A. Journal

- B. Returned Item
- C. Subscription
- D. Blanket order

**Answer: BC**

6. When generating a sales order of the type Returned Item, what are the mandatory steps?

- A. Specify a return action and enter a negative quantity on the sales order line
- B. Enter a negative quantity on the sales order line and update the credit note
- C. Use the open transaction editing in order to state the quantity that is being returned
- D. Update the sales order packing slip, as Axapta will automatically treat the order as a credit note

**Answer: A**

7. You create a Sales Order line with an item quantity of 5000 and only have 4500 of that item On-Hand with no outstanding Purchase Orders. When are backorder lines created?

- A. When the Sales Order is saved.
- B. When you post the Quotation
- C. When you ship a partial shipment
- D. When you manually create the backorder

**Answer: A**

8. When delivering from a sales order of the type 'Blanket order,' which of the following actions are mandatory?

- A. Create one or several release orders and deliver and invoice the number of items which have been stated in the contract with the customer.
- B. Update the sales order with a quotation and an order confirmation before updating with a picking list or a packing slip.
- C. State a valid blanket order number in the field 'Blanket order'.
- D. Make sure that the relevant parameter has been selected in advance in the sales order module, allowing this kind of sales order to be created.

**Answer: A**

9. How can over/under delivery of an item be specified?

- A. By dollar amount
- B. By lot
- C. By percentage
- D. By line item

**Answer: C**

10. A customer is entitled to a total discount for orders where the total amount exceeds 10,000 EUR. A blanket order of 12,000 EUR is created. The customer receives the items via three release orders (all three for 4,000 EUR). How can the customer be assured of getting the total discount?

- A. The total discount is calculated automatically for the blanket order and is given automatically on each release order.
- B. The total discount is calculated automatically on the release order when it is created.
- C. Total discounts cannot be offered on the release order, since the total amount does not meet the given criteria.
- D. The discount calculation must first be performed at the blanket order level.

**Answer: D**

11. How does one create a purchase order that is based on a sales order?

- A. It will happen automatically if the parameter 'Create Purchase Order' is selected in Accounts Receivable.
- B. Via the unctions button in the sales order or purchase order.
- C. In the Sales order module a periodic script may be run, which will create the purchase order
- D. Via the etup button in the sales order form.

**Answer: B**

12. What happens when a purchase order is updated with a packing slip and afterwards the currency code is changed?

- A. Axapta will allow the change of the currency code but will nothing else will happen.
- B. The currency code can not be changed once the order is saved.

C. Axapta will recalculate the purchase order lines and the miscellaneous charges based on the new currency code.

D. A new purchase order with the new currency code will be created, and the former purchase order will be voided.

**Answer: C**

13. Which of the following statements about commissions is true?

A. The commission transactions are created by selecting the eriodic folder and then alculate commission

B. There cannot be more than one commission set up per sales person.

C. Commision calculations are configured in the General Ledger

D. A sales group must be entered on the sales order header in order to calculate the commission.

**Answer: D**

14. When returning an item to a vendor, a purchase order could be created with purchase type 'Returned item'. What step(s) become mandatory?

A. Enter the internal returned item number and update the purchase order

B. Initiate a return action

C. Fill in the RMA number from the vendor and state the return action

D. Nothing. If the purchase order is given the purchase type 'Returned item,' Axapta will automatically handle all further actions.

**Answer: C**

15. When receiving the invoice from a transportation company after the purchase order is posted, how can one ensure the cost price for the purchased items is updated accordingly?

A. Link the transportation invoice to the purchase order before posting the invoice journal.

B. Adjust the cost prices in the rofit/loss inventory journal.

C. This can only be done from the periodic function djustment on inventory transactions.

D. Update the purchase order invoice using the iscellaneous charges adjustment function.

**Answer: D**

16. Which of the following statements regarding supplementary items are correct?

- A. Supplementary items will automatically be transferred to the order line when calculating discounts.
- B. Supplementary items can be based on quantities in an order
- C. They can only be set up on the individual item.
- D. They can set them up to be free of charge.

**Answer: BD**

17. Can different sales prices be set up for configurations of one item?

- A. No, different item numbers must be created.
- B. Yes, by using the the multi price function when creating the configuration.
- C. Yes, by specifying the prices when creating the configurations for the item.
- D. Yes, by creating the prices as trade agreements.

**Answer: D**

18. Which trade agreement allows you to specify the delivery times for an item?

- A. Line Discount
- B. Multi Discount
- C. Sales Price
- D. Supplementart Sales Items

**Answer: C**

19. When is the total discount applied to an invoice?

- A. When it is set up for the customer
- B. When it is set up for the vendor
- C. When it is set up for the customer and calculated on the order lines
- D. When the total discount is set up in the system parameters

**Answer: C**

20. A bike company would like to reward its most active customers by giving a 10% discount on all sales orders over \$5,000. How would we achieve this in Axapta?

- A. Create a Sale price trade agreement for expensive bikes and give them a 10% discount.

- B. Use the multi-line trade agreement and set the percentage to 10% for all products.
- C. Trade agreements are based on quantity and not total price.
- D. Create a Total discount trade agreement with an amount of \$5,000 and a discount of 10%.

**Answer: D**