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Question: 1

Where does nonstock item processing allow the user to enter an item? Choose the 3 that apply.

- A. On a quote
- B. On a sales order
- C. On an invoice
- D. On a customer card

Answer: A, B, C

Question: 2

The Unit Price on all Item cards needs to be raised by 10%. Which of the following batch jobs can do this?

- A. Implement Price Change
- B. Post Inventory Cost to G/L
- C. Adjust Cost - Item Entries
- D. Adjust Item Costs/Prices

Answer: D

Question: 3

Which two ways are used to create a purchase order that links to the sales order for drop shipment? Choose the 2 that apply.

- A. Manually, by creating a purchase order directly.
- B. Automatically, through a requisition worksheet.
- C. There is no way to do it.
- D. By using the drop shipment function from the sales order.

Answer: A, B

Question: 4

To instruct the program to post a sales line discount to a separate General Ledger account from the sales amount, the user must:

- A. Select the corresponding option on the sales line before posting the order.
- B. Set this option up per individual line in the Sales Line Discount table.
- C. Select the corresponding option in Sales & Receivables Setup.
- D. It is not possible, as discounts are always posted as part of a total sales amount.

Answer: C

Question: 5

The setup for date calculations on the SALES side consists of which of the following elements? Choose the 3 that apply.

- A. The Outbound Warehouse Handling Time setup
- B. The Shipping Time setup
- C. The Lead Time Calculation setup
- D. The Availability Test Interval setup

Answer: A, B, D

Question: 6

A sales order is created for an item; however, the requested delivery date cannot be met because the item is not available in inventory, and there are no inbound orders scheduled.

What functions needs to be run to find out when the order can be delivered?

- A. Available-to-Promise
- B. Capable-to-Promise
- C. Order Processing
- D. Calculate Plan

Answer: B

Question: 7

To set up a special sales price for an individual customer, the user must do which of the following?

- A. Create a record specifying a sales price for the customer in question in the Sales Price table.
- B. First assign the customer in question to a group and then set up a special price for this group.
- C. Create a record specifying a sales price for the customer in question in the item customer catalog.
- D. Update the price information on the Item Card.

Answer: A

Question: 8

When suggesting a price on a sales line, the program uses the Best Price principle. The best price is defined as:

- A. The lowest possible price specified in the sales price table.
- B. The lowest possible price with the highest permissible line discount on the order date.
- C. The price that has the most predefined parameters that have to be fulfilled before a special price can be granted.
- D. The lowest possible price with the highest permissible line and invoice discount on the order date.

Answer: B

Question: 9

If a customer does not request a delivery date for its orders, how does the program calculate the earliest delivery date for the orders?

- A. The program sets the shipment date equal to the system date.
- B. The program sets the shipment date equal to the current working date.
- C. The program sets the shipment date equal to the availability date.
- D. The program sets the shipment date equal to the planned delivery date.

Answer: B

Question: 10

Which of the following statements are true of the Available to Promise (ATP) concept of the order promising feature? Choose the 2 that apply.

- A. It uses entries in the inventory reservation system.

B. If no items are available in inventory and there are no orders scheduled, the program can calculate the earliest date that items can be available if they are produced, bought, or transferred from another location.
C. The program performs the availability check of the uncommitted (unreserved) portion of a company's inventory in terms of planned production, purchase, transfers and sales returns.
D. It includes capacity constraint issues in the calculation, and it may be integrated to production scheduling, manufacturing, transfer and purchase planning.

Answer: A, C

Question: 11

How does the program calculate the Expected Receipt Date for the purchase orders, when the purchaser does not request a receipt date?

- A. Order Date + Lead Time Calculation
- B. Planned Shipment Date + Shipping Time
- C. Shipment Date + Outbound Warehouse Handling Time
- D. Planned Receipt Date + Inbound Warehouse Handling Time + Safety Lead Time

Answer: D

Question: 12

When does the program notify the user that substitutes exist?

- A. When posting a sales order.
- B. When creating a sales order.
- C. When entering the number of an item that has substitutes on a sales line.
- D. When shipping goods.

Answer: C

Question: 13

When setting up Sales Order Management, what must the user do to instruct the program to issue a warning when there are not enough items on inventory to fulfill a sales order?

- A. Place a check mark in the Stockout Warning field on the General tab of the Sales & Receivables Setup window.
- B. Select the Stockout Warning option on the Sales Order window.
- C. Select the Stockout Warning option on the Customer Card.
- D. The program always automatically warns a user about lack of items on inventory.

Answer: A

Question: 14

On which of the following dates is the picking process finished, and the items shipped from the warehouse?

- A. Planned Delivery Date
- B. Planned Shipment Date
- C. Promised Delivery Date
- D. Shipment Date

Answer: B

Question: 15

Before a purchase order is posted for an item, it is determined that a large sales order for the same item was placed after the creation of the purchase order. Using the Requisition Worksheet, what is the quickest way to change the purchase order to also cover the sale?

- A. In the Requisition worksheet, use the Calculate Plan function and then use the Carry Out Action Message function.
- B. Delete the existing purchase order. After this, use the Calculate Plan function and then use the Carry Out Action Message function in the Requisition Worksheet.
- C. The requisition worksheet cannot be used to change quantities in an existing purchase order.
- D. In the requisition worksheet, use the Change Existing Order function.

Answer: A

Question: 16

What is the Alternative Order Address granule used for?

- A. It supports companies when dealing with vendors which have alternative sites in addition to their main business address.
- B. It helps order more items with the same or similar characteristics.
- C. It controls alternative producers of items which vendors may apply to.
- D. It helps modify vendor's main business addresses.

Answer: A

Question: 17

What are the primary functions of the planning parameter fields on items and stockkeeping units? Choose the 3 that apply.

- A. Setting the Time Bucket
- B. Setting the Inventory Level
- C. Offering Substitute Items
- D. Determining Order Quantity

Answer: A, B, D

Question: 18

Where can a purchasing agent specify the items that are purchased from a specific vendor?

- A. Vendor Card
- B. Vendor Item Catalog
- C. Item Card
- D. Purchase Order

Answer: B

Question: 19

In requisition management, for items with Fixed Reorder Qty, in which of the following fields must a standard quantity be entered on the Item Card?

- A. Safety Stock Quantity
- B. Reorder Point
- C. Reorder Quantity
- D. Maximum Inventory

Answer: C

Question: 20

A company performs inventory reordering weekly. How can the program automatically suggest which items to order and how many?

- A. By using the Suggest Reorder function on the Item Card.
- B. By using the Get Receipts function in the Purchase Document.
- C. By using the Reorder Inventory function in the Item Availability window.
- D. By using the Calculate Plan function in the Requisition Worksheet.

Answer: D

Question: 21

What functions can the purchase requisition worksheet be used for? Choose the 2 that apply.

- A. Reordering inventory items
- B. Suggesting vendor payments
- C. Reviewing and adjusting the recommended sales orders
- D. Processing of drop shipments

Answer: A, D

Question: 22

Successful use of the Requisition Management granule requires setup in what areas? Choose the 2 that apply.

- A. The requisition worksheet template
- B. The Customer Card
- C. The planning parameter fields on items and stockkeeping units
- D. The Substitute No. field in the Nonstock Item table

Answer: A, C

Question: 23

What features does the purchase requisition worksheet offer? Choose the 3 that apply.

- A. It calculates a current and detailed purchase order proposal plan.
- B. It handles stockkeeping units that are replenished by a transfer and creates the corresponding transfer orders.
- C. It offers substitute items.
- D. It handles manually created purchase order proposal lines.

Answer: A, B, D

Question: 24

A purchase order is entered for a quantity of 30 items. The items are received in two equal shipments. The vendor sends a single invoice for all 30 items with the second shipment. How is the second receipt (and invoice) posted in the program?

- A. The order needs to be posted twice because the invoice can only post after the second receipt is posted.
- B. Leave the Qty. to Receive as 15 and select Receive and Invoice when posting. The order.
- C. Set the Qty. to Receive to 30 and select Receive and Invoice when posting the order.
- D. Leave the Qty. to Receive as 15 and select Receive when posting the order.

Answer: B

Question: 25

An item has reached its reorder point and needs to be replenished. However, it normally takes five days for the new stock to be received. How do you record the 5-day replenishment period recorded on the item card?

- A. Order
- B. Lot-for-Lot
- C. Leaving the Reordering Policy field on the Item Card empty
- D. Fixed Reorder Qty. or Maximum Qty.

Answer: D

Question: 26

An item has reached its reorder point and needs to be replenished. However, it normally takes 5 days for the new stock to be received. How do you record the five day replenishment period on the Item Card?

- A. Enter 5D in the Safety Lead Time field.
- B. Enter 5D in the Lead Time Calculation field.
- C. Enter 5D in the Reorder Cycle field.
- D. Enter 5D in the Replenishment Period field.

Answer: B

Question: 27

After negotiating a lower price for some damaged goods received from a vendor, the customer agrees not to return the damaged goods. How do you record the lower price in the program if you have already posted the original purchase invoice?

- A. Create a purchase invoice and use an item charge to record the purchase allowance.
- B. Create a purchase invoice and use a G/L Account to record the purchase allowance.
- C. Create a purchase credit memo and use an item charge to record the purchase allowance.
- D. Change the price on the posted invoice.

Answer: C

Question: 28

A prepayment amount can be specified, instead of using a prepayment percentage. Which of the following windows can be used to specify the prepayment amount? Choose the 2 that apply.

- A. Sales Order Header
- B. Sales Order Statistics
- C. Purchase Order Header
- D. Purchase Order Statistics

Answer: B, D

Question: 29

A customer receives damaged items. The company offers the customer the opportunity to keep the damaged items and pay a reduced price instead of physically returning the items.

What document does the customer receive from the company?

- A. A transfer order
- B. An invoice
- C. A sales allowance in the form of a credit memo
- D. A sales order

Answer: C

Question: 30

Which of the following documents offers the possibility of separating the quantity and value parts of the transaction when posting it? Choose the 2 that apply.

- A. Credit memo
- B. Sales return order
- C. Sales invoice
- D. Sales order

Answer: B, D

Question: 31

What return-related documents can be created from the sales return order? Choose the 3 that apply.

- A. Replacement sales order
- B. An invoice
- C. Purchase return order
- D. Purchase order

Answer: A, C, D

Question: 32

When the user posts an item charge assigned to the purchase, what action does the program perform?

- A. It creates a separate item ledger entry.
- B. It creates a value entry related to the item ledger entry representing a purchase.
- C. It simply updates the value in the Cost Amount (Actual) field of the item ledger entry without creating additional entries.
- D. It always posts the item charge amount to a dedicated account in the General Ledger.

Answer: B

Question: 33

Which of the following tasks can a typical vendor-oriented return process include? Choose the 3 that apply.

- A. Registering the compensation agreement with the vendor.
- B. Debiting the vendor.
- C. Crediting the customer.
- D. Creating a replacement purchase order.

Answer: A, B, D

Question: 34

A company receives a 20% prepayment from its customer for products the customer ordered. In what area of the system is the prepayment percentage entered?

- A. On the Deposit
- B. On the Sales Order
- C. On the Cash Receipts Journal
- D. On the Sales Quote

Answer: B

Question: 35

Which methods can be selected when the program suggests an assignment of item charges?

- A. Oldest First and Latest First
- B. Oldest First and Equally
- C. Equally and by Amount
- D. Oldest First and by Amount

Answer: C

Question: 36

A client received an invoice from its vendor for an items shipment. The client posted a purchase invoice for the items and then received a separate invoice for the packing costs of the items. How can the client assign the packing costs to the original transaction?

- A. By creating a purchase credit memo and applying it to the original purchase invoice and then creating a new invoice including the packing costs.
- B. Once the original purchase receipt posts, the packing costs cannot be assigned to the original purchase receipt.
- C. By changing the Cost Amount (Actual) on the item ledger entry for the original purchase invoice.
- D. Post an invoice using an item charge for packing costs and assign the item charge to the original purchase receipt.

Answer: D

Question: 37

Which of the following is TRUE about analysis reports? Choose the 2 that apply.

- A. To create an analysis report, a line template must be set up.
- B. In an analysis report, the objects analyzed are represented as columns.
- C. Analysis reports cannot be modified.
- D. A analysis report can be used to create customized reports based on your posted transactions.

Answer: A, D

Question: 38

A company is planning to count its inventory and needs to print a report that shows the current quantity on hand by lot number and serial number. Which of the following reports contain this information? Choose the 2 that apply.

- A. Physical Inventory List
- B. Warehouse Physical Inventory List
- C. Physical Inventory Count Sheet
- D. Warehouse Physical Inventory Count Sheet

Answer: C, D

Question: 39

There is a need to determine the inventory value at each of the company locations, and to be able to filter by purchaser. Which dimension options are used when creating a purchase Analysis by Dimensions? Choose the 2 that apply.

- A. Item dimension
- B. Location dimension
- C. Purchaser dimension
- D. Customer dimension

Answer: B, C

Question: 40

Which of the following is TRUE of the Analysis by Dimensions feature? Choose the 2 that apply.

- A. The amounts derived from the analysis views that are set up can be viewed.
- B. A analysis by dimensions information may be printed.
- C. Dimensions cannot be combined.
- D. A analysis by dimensions information may be exported to Microsoft Excel?

Answer: A, D

Question: 41

Which of the following statements are TRUE of the sales and purchase budgets? Choose the 2 that apply.

- A. The sales and purchase budgets can be exported to Excel.
- B. The sales and purchase budgets can be imported from Excel.
- C. The sales and purchase budgets cannot be modified in Excel.
- D. When a budget is exported to Excel, the filters set in Microsoft Dynamics NAV are not visible in the Excel worksheet.

Answer: A, B

Question: 42

The transfer functionality is used to transfer which of the following?

- A. Items between different zones within the same warehouse.
- B. Items from the warehouse to the customer warehouse.
- C. Amounts between different G/L accounts.
- D. Items between different locations.

Answer: D

Question: 43

A company that sells perishable goods wants the system to automatically select the earliest expiration date on picking documents. Where is the field that instructs the system to pick according to FEFO (First Expired First Out)?

- A. The General tab on the Warehouse Management Setup
- B. The Misc. tab on the Item Tracking Code card
- C. The Location tab on the Inventory Setup
- D. The Bin Policies tab on the Location card

Answer: D

Question: 44

A company needs to make inventory transfers from one warehouse to another. What needs to be set up in the program to track the quantity and the value of items in transit at any given time?

- A. Locations
- B. Responsibility centers
- C. In-transit locations
- D. Warehouses

Answer: C

Question: 45

Which of the following sequences allow for creating a warehouse receipt? Choose the 2 that apply.

- A. From a released production order, click Functions, Create Whse. Receiptlocation.
- B. From a released sales return order, click Functions, Create Whse. Receipt
- C. From a released transfer order, click Functions, Create Whse. Receipt
- D. From an open purchase order, click Functions, Create Whse. Receipt

Answer: B, C

Question: 46

When is the Split Line function used on the inventory pick document?

- A. When it is preferred to have the program automatically find one more bin in which to place half of the items on the line.
- B. When it is preferred to make a partial shipment.
- C. When it is preferred to suggest picking the remaining quantity from a bin code with sufficient quantity when no sufficient item quantity is found in the default bin.
- D. When it is preferred to have the program suggest another bin instead of the default one.

Answer: C

Question: 47

A manufacturing company realizes that a certain lot of raw material is defective. The company must recall the goods it shipped that contained the defective lot number. What system function can the company use to determine what shipments contained the defective material?

- A. Item Tracing
- B. Navigate
- C. Automatic Lot Tracking
- D. Item Ledger Entry Search

Answer: A

Question: 48

What elements does the warehousing setup consist of?

- A. Location setup
- B. Item setup
- C. Bin setup
- D. Customer setup

Answer: C

Question: 49

When determining if and when a sales order can be met, how is the available inventory calculation performed?

- A. Inventory availability = quantity on hand
- B. Inventory availability = quantity on hand - allocations + expected inbound orders
- C. Inventory availability = quantity on hand - allocations
- D. Inventory availability = quantity on hand + expected inbound orders

Answer: B

Question: 50

When does the program make an automatic reservation? Choose the 3 that apply.

- A. When the user increases the quantity on an order.
- B. When the planning system creates orders using the Make-to-Order (M-T-O) manufacturing policy.
- C. When the user creates a production order directly from a sales order.
- D. When automatic reservation is activated from the Planning tab on the Item Card.

Answer: B, C, D

Question: 51

To calculate individual requisition plans for items at individual locations, which of the following does the planning system perform?

- A. It uses the planning and ordering parameters defined for individual stockkeeping units.
- B. It uses the sales forecast figures entered by the user for each individual location.
- C. It calculates the average item demand at each specific location per certain time interval and estimates the corresponding supply.
- D. It analyzes the annual demand and supply patterns at each individual location.

Answer: A

Question: 52

Which of the following is true of the stockkeeping units? Choose the 3 that apply.

- A. Stockkeeping unit functionality allows companies to make individual replenishment plans based on the supply-demand pattern at a specific location.
- B. Stockkeeping unit is an item with a particular variant.
- C. Stockkeeping unit is an item at a particular geographic location.
- D. The item card always has priority over SKUs.

Answer: A, B, C

Question: 53

A company is selling goods that are delivered directly from the vendor to the customer (drop shipments), and item tracking numbers need to be assigned to the delivered goods. What entities can be assigned item tracking numbers? Choose the 2 that apply.

- A. Item ledger entry
- B. Sales order line

- C. Purchase order line
- D. Transfer line

Answer: B, C

Question: 54

How is the serial/lot number availability calculated?

- A. Quantity in inventory - (all demands + projected receipts)
- B. Quantity in inventory - (all demands + quantity in the current ITL window not yet written to the database)
- C. Quantity in inventory - (all demands + quantity in the current ITL window committed to the database)
- D. Quantity in inventory - (all demands - quantity in the current ITL window not yet written to database)

Answer: B

Question: 55

A user is processing a sales order and he or she selects a lot that is still in inventory but is already selected by another user for a different sales order. How and when does the system notify the user that the lot is no longer available?

- A. A warning message appears when closing the Item Tracking Lines window.
- B. A warning message appears when attempting to post the shipment.
- C. A warning icon appears when the item tracking line is entered.
- D. A warning icon appears on the sales line when the item is selected.

Answer: C

Question: 56

A company pursues a decentralized distribution strategy. The vendor ships the purchase orders to different locations, which then ship the sales orders to the customers.

What action needs to be performed in the program to reflect these procedures?

- A. Set up order tracking.
- B. Set up dimensions.
- C. Link the customers and vendors to specific locations.
- D. Link sales orders and purchase orders to responsibility centers.

Answer: C

Question: 57

When setting up item tracking codes, in what field on the item tracking code does a check mark indicate that when handling an outbound unit of an item, any existing lot number to handle must always be specified?

- A. Lot Warehouse Tracking
- B. Lot Specific Tracking
- C. Lot No. Info Must Exist
- D. Lot Transfer Tracking

Answer: B

Question: 58

What is the priority for the locations selected to appear on the sales and purchase documents?

- A. Customer/Vendor card, Responsibility Center card, Company information card
- B. Customer/Vendor card, Company information card, Responsibility Center card
- C. Responsibility Center card, Company information card, Customer/Vendor card
- D. Equal priorities for responsibility centers selected on any of the three.

Answer: A

Question: 59

What reservation options are available from a sales order? Choose the 3 that apply.

- A. Reserve inventory (item ledger entry)
- B. Reserve purchase order line
- C. Reserve return receipt line
- D. Reserve firm planned production order line

Answer: A, B, D

Question: 60

In the course of moving items, a warehouse employee discovers five broken items. The warehouse manager determines that the items are unsuitable for sale and that the quantity must be reduced in the program. Where will you perform an adjustment to item quantity?

- A. The internal put-away
- B. The reclassification journal
- C. The BOM journal
- D. The item journal

Answer: D