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Product Details from Pass-Guaranteed.com:

Navision 4.0 Trade & Inventory Management

MB7-227

Demo Version

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QUESTION: 1
In Microsoft Navision, to be able to post a sales line discount to a separate account in the general ledger, the user must:

A. Activate 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. Activate the corresponding option in the sales & receivables setup
D. It is not possible, as discounts are always posted as part of a total sales amount

Answer: C

QUESTION: 2
In Microsoft Navision, inventory allocation is defined as:

A. Inbound quantities, such as on a purchase order, being reserved for outbound or specific requests
B. The sum of all item increases minus all item decreases
C. Quantities set aside for some specific purpose, temporarily or permanently
D. The total item quantity available in the company

Answer: C

QUESTION: 3
Which of the following is true of the stockkeeping units? (Select THREE)

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: 4
The Split Line function on the inventory pick document is used when:

A. You want the program to automatically find one more bin in which to place half of the items on the line.

B. You want to make a partial shipment.

C. You want the program 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. You want the program to suggest another bin instead of the default one.

Answer: C

QUESTION: 5
Which of the following is TRUE of sales item charges?

A. Sales item charges are used to record the additional costs of making a sale.

B. Sales item charges are used to charge the customer for additional costs relating to the items the customer has purchased.

C. Sales item charges affect the Cost of Goods Sold (COGS)

D. Sales item charges entered in sales document lines must have G/L Account in the Type field.

Answer: B

QUESTION: 6
Which of the following statements are true of the Available to Promise (ATP) concept of the order promising feature? (Select TWO)

A. It is based on the inventory reservation system.

B. If no items are available in inventory and there are no inbound orders schedules, 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 The program performs the availability check of the uncommitted (unreserved) portion of a company? 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: 7
You have entered a purchase order for a quantity of 30 items. You are to receive the items in 2 equal shipments. The vendor sends a single invoice for all 30 items with the second shipment.

How should you post the second receipt (and invoice) in the program?

A. You need to post the order twice because you can only post the invoice after you have posted the second receipt

B. Leave the Qty. to Receive as 15 and select Receive and Invoice when you post the order

C. Set the Qty. to Receive to 30 and select Receive and Invoice when you post the order

D. Leave the Qty. to Receive as 15 and select Receive when you post the order

Answer: B

QUESTION: 8
What are all the areas where you can reserve items from?

A. Planned stock with forecasted items

B. Existing stock (represented as item ledger on the line)

C. Open purchase orders, transfer orders or production orders

D. Existing stock (represented as item ledger on the line), open purchase orders, transfer orders, production orders or purchase returns

Answer: D

QUESTION: 9
John Smith is the person that is responsible for sales with a specific customer group.

How could you set up the program to be able to identify all sales transactions relating to the customer group?

A. Set up a resource code for John Smith and assign the resource code to all transactions with customers in the customer group

B. Set up a human resource code for John Smith and assign the human resource code to all transactions with customers in the customer group

C. Set up a customer card for John Smith and use the John Smith customer code for all transactions with the customer group

D. Set up a salesperson code for John Smith and assign the salesperson code to all customers in the customer group

Answer: D

QUESTION: 10
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