

# Microsoft

## Exam MB6-701

### Microsoft Dynamics AX 2012 R3 Retail

Version: 8.0

[ Total Questions: 90 ]

**Question No : 1**

You are setting up a new store channel in Microsoft Dynamics AX 2012 R3.

You need to define the following receipt numbers sequence format:

[Store Number] [Terminal Number] [7 Digits] ["A"].

Which form should you use?

- A. Functionality Profile form
- B. Receipt Profile form
- C. Number Sequence form
- D. Receipt Layout form

**Answer: A**

**Question No : 2**

You are responsible for maintaining sales quotations in Microsoft Dynamics AX 2012 R3 for your company's headquarters.

You have several quotations originally created in Enterprise point of sale (ePOS) for which the customers did not return to place an order.

You need to delete these quotations.

What should the status of the quotations be in order for you to delete them?

- A. Sent
- B. Confirmed
- C. Lost
- D. Approved

**Answer: C**

**Question No : 3**

You are a merchandising manager for a large direct-to-consumer catalog company.

You need to provide specific product information that call center representatives can easily view as they place items on customer orders.

Which functionality in Microsoft Dynamics AX 2012 R3 Retail should you deploy?

- A. Target markets
- B. Catalogs
- C. Scripts
- D. Source code

**Answer: B**

**Explanation:** Ref: <http://technet.microsoft.com/en-us/library/dn497822.aspx>

**Question No : 4**

You are the distribution manager for a company. You use Microsoft Dynamics AX 2012 R3. You are setting up cross-docking functions for planned purchase orders.

Which two items should you configure? Each correct answer presents part of the solution.

- A. Date intervals
- B. Product packages
- C. Replenishment rules
- D. Service categories

**Answer: C,D**

**Explanation:** Ref: <http://technet.microsoft.com/EN-US/library/hh580575.aspx>  
<http://technet.microsoft.com/EN-US/library/hh597176.aspx>

**Question No : 5**

A sales associate provides a customer with a quotation for a group of items.

You need to review this order on the Enterprise Portal in Microsoft Dynamics AX 2012 R3.

Which site should you use to view this information?

- A. Retail
- B. Procurement
- C. Customer Self-Service
- D. Sales

**Answer: D**

**Explanation:** Ref: <http://technet.microsoft.com/EN-US/library/hh271598.aspx>

**Question No : 6**

You are a merchandising manager. Your company uses Microsoft Dynamics AX 2012 R3.

You need to see if one of your items has been properly configured to be tracked by serial number.

Where should you look to find this information on the released products form?

- A. Product attributes
- B. Dimensions groups
- C. Product categories
- D. External catalog

**Answer: B**

**Explanation:** Ref: <http://technet.microsoft.com/en-us/library/hh209465.aspx>

**Question No : 7**

You are designing an end-of-day statement for a retailer. The retailer wants one payment line listed for each Enterprise point of sale (ePOS) register and for each staff member's shift during the business day.

You need to specify a Statement Method.

Which Statement Method should you specify?

- A. Declaration
- B. Shift
- C. Staff
- D. Closing

**Answer: B**

**Question No : 8**

Your company uses Microsoft Dynamics AX 2012 R3.

The company requires a 50 percent deposit to complete any sales order.

You need to ensure that sales associates follow this policy and that only the store manager can change the deposit amount on the Enterprise point of sale (ePOS) register.

Which two actions should you perform in Microsoft Dynamics AX 2012 R3? Each correct answer presents a complete solution.

- A. Use the price override feature to collect the 50 percent deposit on the order in ePOS.
- B. Assign the manager privileges to the permission ID of the deposit override feature.
- C. Change the ePOS Button group on Retail Headquarters to exclude the Deposit button.
- D. Set the default deposit percentage to 50 on the Retail Parameters form.

**Answer: B,D**

**Question No : 9**

You are using Microsoft Dynamics AX 2012 R3. You are setting up a new product hierarchy for your company's retail stores.

Which two actions should you perform before adding products to the hierarchy? Each correct answer presents part of the solution.

- A. Assign the retail product category type to the category hierarchy.
- B. Create a new retail catalog and assign a retail channel navigation hierarchy to this catalog.
- C. Assign a retail channel navigation hierarchy to the category hierarchy structure.
- D. Create the base category structure.

**Answer: A,D**

**Explanation:** Before you can add products and product attributes to the retail product hierarchy, you must create the base category structure, and then assign a category type to the category hierarchy

Ref: <http://technet.microsoft.com/en-us/library/hh580593.aspx>

**Question No : 10**

You are a system administrator for a company.

You need to use the Enterprise Portal for Microsoft Dynamics AX 2012 R3 Retail to review the on-hand inventory of various popular items. Which page should you use?

- A. Stock Counts
- B. Products by Category
- C. Released Products by Category
- D. Retail Product List

**Answer: D**

**Explanation:** Ref: <http://technet.microsoft.com/EN-US/library/hh672164.aspx>

**Question No : 11**

You are creating items for a shoe store.

You need to set up the items so that size and color are two variants.

Which product sub-type should you use?

- A. Item
- B. Service
- C. Product master
- D. Product

**Answer: C**

**Explanation:** Ref: <http://technet.microsoft.com/en-us/library/hh597279.aspx>

**Question No : 12**

Your company is creating a discount promotion for some of your products.

You need to link these products to the promotion in Microsoft Dynamics AX 2013 R3.

What are two possible types of product hierarchies you can use to define the promotion?  
Each correct answer presents a complete solution.

- A. Retail product hierarchy
- B. Supplemental retail hierarchy
- C. Retail channel navigation hierarchy
- D. Sales category hierarchy

**Answer: A,B**

**Explanation:** Ref: <http://technet.microsoft.com/en-us/library/hh597132.aspx>

**Question No : 13**

## Microsoft MB6-701 : Practice Test

You are the regional retail manager for your company. You use Microsoft Dynamics AX 2012 R3.

You are responsible for analyzing the performance of stores in your region so that you may provide feedback and advisement to the stores managers.

You need to compare the performance of each of the retail stores in your region.

Which two retail reports should you run? Each correct answer presents part of the solution.

- A. Performance by Terminal report
- B. Trend by Operating Unit report
- C. Retail Metrics report
- D. Gross Margin Return on Inventory Investment (GMROI1) by Product Category report

**Answer: B,C**

### Question No : 14

Your company policy requires you to post one statement per day for your retail stores.

You want to monitor the real-time inventory on the Enterprise point of sale (ePOS) register throughout your business day.


Which two batch jobs should you schedule? Each correct answer presents part of the solution.

- A. Channel transactions
- B. Post statement
- C. Channel configuration
- D. Post inventory

**Answer: B,D**

### Question No : 15

You have the following settings for your Seattle store:

-  The Cash payment method assigned to the store goes to Ledger account 112100.



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## Microsoft MB6-701 : Practice Test

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- ✍ The Difference account is 618141. The Big difference account is 618411.
- ✍ The maximum difference amount for the cash payment method is set to \$10.00.
- ✍ The maximum difference amount for the store posting is set to \$20.00.

The Cash payment method on a statement has a transaction amount of \$100.00 and a counted amount of \$85.00. The statement is posted.

Which financial postings occur?

- A. \$85.00 is posted to account 112100. \$10.00 is posted to 618141. \$5.00 is posted to 618411.
- B. \$100.00 is posted to account 112100. \$10.00 is posted to 618141. \$5.00 is posted to 618411.
- C. \$85.00 is posted to account 112100. \$0.00 is posted to 618141. \$15.00 is posted to 618411.
- D. \$100.00 is posted to account 112100. \$0.00 is posted to 618141. \$15.00 is posted to 618411.

**Answer: C**

### Question No : 16

Your company is creating a new program for your customers. The new program allows customers to join a book club, which automatically ships a new book every 90 days to the customer for the next 3 years.

To encourage customers to join this fee-based program, you want to offer them the ability to pay for their first book in three installments.

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

- A. Configure recurring free text invoices.
- B. Configure sales order of order type subscription.
- C. Configure continuity products.
- D. Configure payment schedules.
- E. Configure continuity program.

**Answer: C,D,E**

**Explanation:** Ref: <http://technet.microsoft.com/en-us/library/dn497801.aspx>