



# Microsof

## MB6-896 Exam

**Microsoft Distribution and Trade in Microsoft Dynamics 365 for  
Finance and Operations Exam**

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# Version: 12.0

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## Question: 1

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You negotiate product-specific pricing with a customer for two products. You need to create a sales price trade agreement for the customer that includes the two products. Which three actions should you perform? Each answer represents part of the solution.

- A. Validate and post the journal.
- B. Enter the journal lines for each product.
- C. Create a trade agreement journal.
- D. Select a relation of line discount (sales.)
- E. Select an account code of Group.

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**Answer: ABC**

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## Question: 2

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You need to enable the purchase order (PO) process to initiate for a vendor when the vendor accepts a PO.

Which option should you choose?

- A. Active (PO is auto-confirmed)
- B. Not active
- C. Pending
- D. Active (PO is not auto-confirmed)

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**Answer: A**

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Explanation:

<https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/procurement/setup-maintain-vendor-collaboration>

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## Question: 3

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You need to create vendor accounts by using Microsoft Dynamics 365 for Finance and Operations. Which field is mandatory?

- A. Group

- B. Credit limit
- C. Method of payment
- D. Mode of delivery

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**Answer: A**

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**Question: 4**

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You need to configure a customer record to enable shipment of orders to the customer by rail. What should you do first?

- A. Set up a delivery charges group.
- B. Create terms of delivery.
- C. Create a mode of delivery.
- D. Create a destination code.

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**Answer: B**

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**Question: 5**

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You are creating a customer record. You need to add transportation costs to customer orders. What should you define?

- A. Sales Tax Group
- B. Terms of Payment
- C. Delivery Terms
- D. Mode of Delivery

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**Answer: D**

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**Question: 6**

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Which two types of trade agreements are supported in Microsoft Dynamics 365 for Finance and Operations? Each correct answer presents a complete solution.

- A. multiline discounts
- B. threshold discounts
- C. mix and match discounts
- D. line discounts
- E. quantity discounts

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**Answer: AD**

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**Question: 7**

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You are the accounts receivable manager at Contoso. Ltd.

You must configure commission calculations based on information provided from the sales team and upper management.

You need to configure the groups for commission calculations.

Which three types of groups should you configure? Each correct answer presents a complete solution.

- A. Item discount groups
- B. Customer groups for commission
- C. Item groups
- D. Sales groups
- E. Price tolerance groups

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**Answer: BCD**

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Explanation:

<https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/sales-marketing/tasks/set-up-sales-HYPERLINK> "https://docs.microsoft.com/en-us/dynamics365/unified-operations/supply-chain/sales-marketing/tasks/set-up-sales-commission-rules"commission-rules

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**Question: 8**

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Which steps are needed to set up the transport calendar in Microsoft Dynamics 365 for Finance and Operations?

- A. Sales and marketing, Modes of delivery
- B. Inventory management, Transport days
- C. Organization administration, Calendars
- D. Inventory management, Modes of delivery

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**Answer: A**

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Explanation:

<https://technet.microsoft.com/en-us/library/aa571810.aspx>

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**Question: 9**

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Which status is required before you can generate a picking list for a sales order?

- A. Open Order
- B. Printed
- C. Charges
- D. Confirmed

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**Answer: A**

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**Question: 10**

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Which of the following factors should be considered for delivery data control functionality?

- A. transport times
- B. converge calendar
- C. vendor calendars
- D. order deadlines
- E. inventory lead time

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**Answer: E**

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Explanation:

<https://technet.microsoft.com/en-us/library/aa498551.aspx>

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