



TestKingonline.com

No Pass No Pay!

**MCSE, CCNA, CCNP, OCP, CIW, JAVA, Sun Solaris, Checkpoint
World No 1 Cert Guides**

**Navision 4.0 Trade & Inventory
MB7-227**

Congratulations!

You have purchased a TestKingonline. Study Guide.

This study guide is a complete collection of questions and answers that have been developed by our professional & certified team. You must study the contents of this guide properly in order to prepare for the actual certification test. The average time that we would suggest you for studying this study guide is approximately 10 to 20 hours and you will surely pass your exam. We guarantee it!

GOOD LUCK!

DISCLAIMER

This study guide and/or material is not sponsored by, endorsed by or affiliated with Microsoft, Cisco, Oracle, Citrix, CIW, Checkpoint, Novell, Sun/Solaris, CWNA, LPI, ISC, etc. All trademarks are properties of their respective owners.

Guarantee

If you use this study guide correctly and still fail the exam, send a scanned copy of your official score notice at:

Sales@Testkingonline.com

We will gladly refund the cost of this study guide or give you an exchange of study guide of your choice of the Free.

This material is protected by copyright law and international treaties. Unauthorized reproduction or distribution of this material, or any portion thereof, may result in severe civil and criminal penalties, and will be prosecuted to the maximum extent possible under law.

Question: 1

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: 2

What is a blanket sales order for?

- A - It represents a framework for a long-term agreement between the company and a customer
- B - It is used instead of sales orders
- C - It is not used at all, it is only for learning how to create sales orders
- D - Such document does not exist

Answer: A

Question: 3

To manage sales prices in Microsoft Navision in a consistent manner, companies with extensive and complicated price structures are recommended to store all their price-related information:

- A - In the Sales Prices table only
- B - On the item cards
- C - Both in the Sales Prices table and item cards
- D - In the Sales Prices Worksheet

Answer: A

Question: 4

What types of item numbers does item cross reference allow to be set up for cross reference?

- A - Blank
- B - Vendor
- C - Barcode
- D - Item

Answer: A, B, C

Question: 5

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: 6

What is the Item Substitutions granule used for?

- A - With this granule companies can link items with the same or similar characteristics
- B - With this granule companies can link item with different characteristics
- C - With this granule companies can link vendors with the same or similar items
- D - With this granule companies can link vendors with different items

Answer: A

Question: 7

Is numbering sequence provided for non stock items?

- A - Yes, the program allows the user to set up the numbering sequence for non stock items
- B - No, there is no such possibility in the program for non stock items
- C - Such functionality is available only for inventory items
- D - Such functionality becomes available for non stock items only when they become inventory Items

Answer: A

Question: 8

You want to raise the Unit Price on all Item cards by 10%. Which of the following batch jobs can do this for you?

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

Answer: D

Question: 9

In Microsoft Navision, to set up a special sales price for an individual customer, the user must:

- 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: 10

An item sales price is based on: An item? sales price is based on:

- A - A percent value
- B - A monetary value
- C - Both a monetary and percent value
- D - The item unit price The item? unit price

Answer: B

Question: 11

Successful use of the Requisition Management granule requires setup in what areas?

- A - The requisition worksheet template
- B - Customer card
- C - The planning parameter fields on items and stock keeping units
- D - The Substitute No. field in the Non stock Item table

Answer: A, C

Question: 12

Which of the following requisition worksheet features is used for handling transactions in which a vendor delivers sold goods directly to the customer?

- A - Drop Shipment Lines
- B - Planning Worksheet Lines
- C - Manually Created Lines
- D - Calculate Plan

Answer: A

Question: 13

Can purchase orders be received and/or invoiced partially?

- A - Yes, both received and invoiced
- B - No
- C - Only received partially
- D - Only invoiced partially

Answer: A

Question: 14

What does the posting function for purchase orders consist of?

- A - Receipt posting
- B - Invoice posting
- C - Receipt and invoice posting
- D - One receipt and two invoices posting

Answer: C

Question: 15

Where can you access the Purchase Prices window from?

- A - Vendor card
- B - Item card
- C - Customer card
- D - Purchase order

Answer: A, B

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 vendors main business addresses

Answer: A

Question: 17

Your client wishes to set up a reordering policy for some fixed demand items that are cheap to purchase. Which reordering policy do you recommend?

- A - Order
- B - Lot-for-Lot
- C - Leaving the Reordering Policy field on the item card empty
- D - Fixed Reorder Qty. or Maximum Qt/.

Answer: D

Question: 18

You are posting a sales document. Are you able to post costs associated with a charge

automatically as a part of posting a charge line from this document?

- A - Yes, this is a part of the posting process
- B - No, the program does not support this possibility
- C - Not automatically, but it can be adjusted in setup
- D - Yes, if the payment has been done in LCY

Answer: B

Question: 19

In returns management, Return Reason Codes are used to:

- A - Describe typical reason for item faults.
- B - Distinguish return situation that companies typically encounter when dealing with their customers and vendors
- C - Describe the reason for cancelling orders
- D - Register compensation agreements.

Answer: B

Question: 20

Which of the following documents, when used as an entry point for a compensation agreement, offers the possibility of separating the quantity and value parts of the transaction when posting it?

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

Answer: B, D

Question: 21

How can registering item charges be done?

- A - As a separate document (purchase order/invoice)
- B - As a separate document (stock keeping item card)
- C - In the same purchase document
- D - On the same vendor card

Answer: A, C

Question: 22

Does item charge assignment change the quantity of the posted entries?

- A - Yes
- B - No

- C - Yes, if it is defined in setup
- D - No, if it is defined in setup

Answer: B

Question: 23

What return-related documents can be created from the sales return order?

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

Answer: A, C, D

Question: 24

You have negotiated a lower price for some goods that were damaged when you received them from your vendor. You have agreed not to send them back to the vendor. How do you record the lower price in the program if you have already posted the original purchase invoice?

- A - Make a purchase invoice and use an item charge to record the purchase allowance
- B - Make a purchase invoice and use a G/L Account to record the purchase allowance
- C - Make 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: 25

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 GIL Account in the Type field.

Answer: B

Question: 26

Which of the following is the date on which the picking process is finished, and the items are shipped from the warehouse?

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

Answer: B

Question: 27

Your customer is dissatisfied with the order delivery, and you agree that you will issue a compensation for this customer. What documents can you use to register details about the compensation agreement settled with the customer?

- A - Sales invoice
- B - Sales order
- C - Sales return order
- D - Finance charge memo

Answer: A, B, C

Question: 28

When posted, the cost of an item charge representing an invoice from a shipping agent for their transportation services provided in relation to a sale transaction will:

- A – Correspondingly increase the inventory value
- B - Be regarded as a value
- C - Correspondingly increase the inventory adjustment value
- D - Correspondingly increase expenses related to this sale.

Answer: D

Question: 29

Which of the following is TRUE about analysis reports?

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

Answer: A, D

Question: 30

Which of the following statements are TRUE of the sales and purchase budgets?

- 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 you export a budget to Excel, the filters that you set in Microsoft Navision are not visible in the Excel worksheet.

Answer: A, B

Question: 31

Which of the following is TRUE of the Analysis by Dimensions feature?

- A - It allows you to view amounts derived from analysis views that you have set up.
- B - You can print analysis by dimensions information.
- C – You cannot combine dimensions
- D - You can export analysis by dimensions information to Microsoft? Excel?

Answer: A, D

Question: 32

Designed to provide the user with tools to easily budget and analyze data in Microsoft Navision, which granules support this Analysis and Reporting function?

- A - Sales/Purchase Budget
- B - Sales Order Management
- C - Analysis Reports
- D - Calendars

Answer: A, C

Question: 33

What are the aspects that define inventory availability?

- A - Item
- B - Location
- C - Price
- D - Point of time

Answer: A, B, D

Question: 34

What elements does the warehousing setup consist of?

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

Answer: A, C

Question: 35

You want the program to assign serial numbers to the items based on the number series specified for a specific item. You achieve this by using which of the following functions?

- A - Assign Serial No.
- B - Create Customized SN
- C - Enter Customized SN
- D - You can only manually enter a specific serial number for each item unit.

Answer: A

Question: 36

An inventory pick document can be created on the basis of:

- A - Inbound order
- B - Released outbound order
- C – Item ledger entry

- D - Put-away

Answer: B

Question: 37

Your company pursues a decentralized distribution strategy, and your vendor's ship purchase orders to different locations, which then ship the sales orders to the customers. What can you do in the program to reflect these procedures?

- A - Set up order tracking.
- B - Set up dimensions.
- C - Link your customers and vendors to specific locations.
- B - Link your customers and vendors to responsibility centers.

Answer: C

Question: 38

Which of the following is true of the stock keeping units?

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

Answer: A, B, C

Question: 39

You work in the sales department at Cronus. You receive an inquiry from your customer and want to see whether their order can be met and when. How will calculation of the inventory availability be done?

- A - Inventory availability = quantity on hand

- B - Inventory availability quantity on hand - allocations + expected inbound orders - possible preallocations
- C - Inventory availability = quantity on hand - allocations
- D - Inventory availability = quantity on hand + expected inbound orders

Answer: B

Question: 40

What is the priority for the responsibility centers you have selected for appearing on the sales and purchase documents?

- A - User setup card, Company information card, Customer/Vendor card
- B - User setup card, Customer/Vendor card, Company information card
- C - Customer/Vendor card, Company information card, User Setup card
- D - Equal priorities for responsibility centers selected on any of the three cards

Answer: A

Question: 41

What are the characteristics of the centralized purchase policy pursued by the company?

- A - A location card and a location code are set up for each of the locations.
- B - Vendors ship purchase orders to different locations, instead of one central warehouse, which then ship the sales orders to the customer
- C - Most of the company vendors ship their items to the central warehouse.
- D - No location is set up, and the program uses a "blank location."

Answer: A, C

Question: 42

Select the document that is NOT one of the source documents for a warehouse receipt:

- A - Purchase order
- B - Production order
- C - Inbound transfer order
- D - Sales return order

Answer: B

Question: 43

Your company is selling goods that are delivered directly from the vendor to the customer (drop shipments), and you need to assign item tracking numbers to the delivered goods. What entities can you assign item tracking numbers to?

- A - Item ledger entry
- B - Sales order line
- C - Purchase order line

D - Transfer line

Answer: B, C

Question: 44

What is the priority for the locations you have selected for appearing 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 cards

Answer: A

Question: 45

How many in-transit locations can you set up in the program?

- A – One (1)
- B - Two (2), one for internal and one for external carriers
- C - As many as the number of warehouses you have set up
- D - As many as you want

Answer: D

Question: 46

In Microsoft Navision, inventory' allocation is defined as:

- A – Inbound quantities, such as on a purchase order, being reserved for outbound or specific
- 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: 47

Companies would typically assign their own serial and lot numbers to items that

- A - Are supplied by vendors without serial/lot numbers but are sold with serial/lot numbers.
- B - Are shipped by vendors to different warehouses.
- C - Are manufactured and sold by the company and must have serial/lot numbers.
- D - Items are shipped to customers from different locations.

Answer: A, C

Question: 48

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: 49

Which of the following are the general guidelines for setting up a company with multiple locations with the user-focused approach, as opposed to the account-focused approach?

- A - Link responsibility centers to the users.
- B - Select default responsibility centers and location codes for the accounts.
- C - Select a default location code for each responsibility center.
- B - Do not select default location codes for the responsibility centers.

Answer: A, C

Question: 50

What document does a dedicated person, typically a purchaser or logistics manager, use to make automatic transfers?

- A - Purchase Order
- B - Requisition (planning) Worksheet
- C - Transfer Order
- D - Put-Away Worksheet

Answer: B

Question: 51

What must a user performing the Sales Management setup do to have the program issue a warning when there are not enough items on inventory to fulfill a sales order?

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

Answer: A

Question: 52

An item sales price is based on

- A - A percent value
- B - A monetary value
- C - Both a monetary and percent value
- D - The item unit price

Answer: B

Question: 53

What is a blanket sales order for?

- A - It represents a framework for a long-term agreement between the company and a customer
- B - It is used instead of sales orders
- C - It is not used at all, it is only for learning how to create sales orders
- D - Such document does not exist

Answer: A

Question: 54

For the program to suggest a line discount for a sales order, this order must always meet the following condition:

- A - Minimum order quantity
- B - Profit percentage defined for the item in question
- C – The item belongs to an item discount group
- D - All conditions specified in the Sales Line Discount table

Answer: D

Question: 55

To manage sales prices in Microsoft Navision in a consistent manner, companies with extensive and complicated price structures are recommended to store all their price-related information:

- A – In the Sales Prices table only
- B - On the item cards
- C – Both in the Sales Prices table and item cards
- D - In the Sales Prices Worksheet

Answer: A

Question: 56

What types of item numbers does item cross reference allow to be set up for cross reference?

- A - Blank
- B - Vendor
- C - Barcode
- D - Item

Answer: A, B, C

Question: 57

Which two ways can you use to create a purchase order that is to be linked to the sales order for drop shipment?

- A - Manually, by creating an order directly
- B - Automatically, through a requisition worksheet
- C - There is no way to do it
- D - Manually only, by creating an order directly

Answer: A, B

Question: 58

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: 59

Is it possible that one item has different reference number for the customer, vendor and bar code?

- A - Yes
- B - No
- C - Yes, if no other options are selected
- D - No, if no other options are selected

Answer: A

Question: 60

You want to raise the Unit Price on all Item cards by 10%. Which of the following batch jobs can do this for you?

- A - Implement Price Change
- B - Post inventory Cost to G/L

- C - Adjust Cost - Item Entries
- D - Adjust Item Costs/Prices

Answer: D

Question: 61

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 5-day replenishment period on the item card?

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

Answer: B

Question: 62

Where can a purchasing agent specify different items that are purchased from the vendor in question?

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

Answer: B

Question: 63

The purchase requisition worksheet can be used for what functions?

- 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: 64

Before you post a purchase order for an item you see that a large sales order for the same item has been placed after you created 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 - You must 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 - You cannot use the requisition worksheet to change quantities in an existing purchase order.

D – in the requisition worksheet, use the Change Existing Order function

Answer: A

Question: 65

In requisition management, a standard quantity to be used for all order proposals when Fixed Reorder Qty. is used is:

A - Safety Stock Quantity

B - Reorder Point

C - Reorder Quantity

D - Maximum Inventory

Answer: C

Question: 66

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 vendors main business addresses

Answer: A

Question: 67

Which elements does the purchase setup consist of?

A - Purchases & Payables setup

B - Vendor setup

C - Sales & Receivables setup

D - Customer setup

Answer: A, B

Question: 68

Which methods can be selected when having the program suggest 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: 69

Imagine that items arrived to a customer in a damaged condition. 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: 70

Does item charge assignment change the quantity of the posted entries?

- A - Yes
- B - No
- C - Yes, if it is defined in setup
- D – No if it is defined in setup

Answer: B

Question: 71

In returns management, Return Reason Codes are used to:

- A - Describe typical reasons for item faults.
- B - Distinguish return situations that companies typically encounter when dealing with their customers and vendors.
- C - Describe the reasons for canceling orders.
- D - Register compensation agreements.

Answer: B

Question: 72

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 GIL Account in the Type field.

Answer: B

Question: 73

Which of the following tasks can a typical vendor-oriented return process include?

- 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: 74

How can registering item charges be done?

- A - As a separate document (purchase order/invoice)
- B - As a separate document (stock keeping item card)
- C - In the same purchase document
- D - On the same vendor card

Answer: A, C

Question: 75

When posted, the cost of an item charge representing an invoice from a shipping agent for their transportation services provided in relation to a sale transaction will:

- A - correspondingly increase the inventory value.
- B - be regarded as a variance.
- C - correspondingly increase the inventory adjustment value.
- D - correspondingly increase expenses related to this sale.

Answer: D

Question: 76

What return-related documents can be created from the sales return order?

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

Answer: A, C, D

Question: 77

What is the central document that allows the user to register a compensation agreement settled with the vendor and from where the user can access other purchase-related documents to enter and maintain the return-related information?

- A - Purchase order
- B - Sales return order
- C - Purchase return order
- D - Purchase invoice

Answer: C

Question: 78

Which of the following statements are true of the Available to Promise (ATP) concept of the order promising feature?

- 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 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: 79

You need to determine the inventory value at each of your company's locations. You want to be able to filter by purchaser. Which dimension options do you use when creating a purchase Analysis by Dimensions?

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

Answer: B, C

Question: 80

Which of the following is TRUE of the Analysis by Dimensions feature?

- A - It allows you to view amounts derived from analysis views that you have set up.
- B - You can print analysis by dimensions information.
- C - You cannot combine dimensions.
- D - You can export analysis by dimensions information to Microsoft Excel?

Answer: A, D

Question: 81

Which options can you select from in the "Show Value As" field when creating purchase budgets?

- A - Cost Amount
- B - COGS Amount
- C - Sales Amount
- D - Quantity'

Answer: A, D

Question: 82

Which of the following is TRUE about analysis reports?

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

Answer: A, D

Question: 83

What is the priority for the locations you have selected for appearing 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 cards

Answer: A

Question: 84

Which of the following is true of the stock keeping units?

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

Answer: A, B, C

Question: 85

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

- A - Locations

- B - Responsibility centers
- C - In-transit locations
- D - Warehouses

Answer: C

Question: 86

What are the aspects that define inventory availability?

- A - Item
- B - Location
- C - Price
- D - Point of time

Answer: A, B, D

Question: 87

How many stock keeping units represent a product available in one variant only, stocked at both a main location and six different distribution centers?

- A – One (1)
- B – Two (2)
- C – Six (S)
- D - Seven (7)

Answer: D

Question: 88

On the item tracking code card, in what field can you enter a formula that the program uses to calculate the warranty date on the item tracking line entries for items that require a serial or lot number?

- A - Warranty Date Formula
- B - Man. Warranty Date Entry Req'd.
- C- Man. Expir. Date Entry Req'd.
- D - Strict Expiration Posting

Answer: A

Question: 89

What does the program use to validate location information when making transfer orders or entering lines in the requisition worksheet?

- A – in transit locations
- B- Transfer routes

- C – Responsibility centers
- D - Sins

Answer: B

Question: 90

Your company pursues a decentralized distribution strategy, and your vendor's ship purchase orders to different locations, which then ship the sales orders to the customers. What can you do in the program to reflect these procedures?

- A – Set up order tracking
- B - Set up dimensions.
- C – Link your customers and vendors to specific
- D – Link your customers and vendors to Responsibility centers

Answer: C

Question: 91

When setting up item tracking codes, a check mark in what field on the item tracking code card indicates that when handling an outbound unit of an item, you must always specify which existing lot number to handle?

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

Answer: B

Question: 92

You work in the sales department at Cronus. You receive an inquiry from your customer and want to see whether their order can be met and when. How will calculation of the inventory availability be done?

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

Answer: B

Question: 93

You want to track your orders and want the program to create order tracking entries to link demand and supply. You only want the program to create the entries in two circumstances - dynamically, when creating an order that may be offset by an existing order. and after running the

planning engine. Which option must you select in the Order Tracking Policy field on the Planning tab of an item card?

- A - None
- B - Tracking Only
- C - Tracking & Action Msg.
- D - Action Messages

Answer: B

Question: 94

The following unit CANNOT be defined as a location in Microsoft Navision:

- A - A warehouse
- B - A profit center
- C - A service vehicle
- D - A production plant

Answer: B

Question: 95

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: 96

If you receive order quantities in separate portions, and these partial receipts require item tracking, then you can assign serial/lot numbers only to the following quantities:

- A - Shipped quantities
- B - Received quantities
- C - Invoiced quantities
- D - Quantities to invoice

Answer: B

Question: 97

You need to know when the inventory on hand is supposed to increase and at what location. In the Item Availability By Location window, based on what documents does the program calculate

the projected availability per location?

- A – Sales and purchase invoices
- B - Scheduled and planned order receipts
- C - Sales and purchase quotes
- D - Shipment

Answer: B

Question: 98

What does the Receipt date on the Transfer-to tab of the Transfer Order window indicate?

- A - When the items are to be received at the selected Transfer-to location
- B - When the items are to be received at the selected Transfer-from location
- C - When the order is to be signed
- D - When the customer is to receive the ordered items

Answer: A

Question: 99

Which of the following sequences allows you to create a warehouse receipt?

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

Answer: C

Question: 100

To calculate individual requisition plans for items at individual locations, the planning system of Microsoft Navision:

- A - Uses the planning and ordering parameters defined on the stock keeping units at the location level
- B - Uses the sales forecast figures entered by the user for each individual location
- C - Calculates the average item demand at each specific location per certain time interval and estimates the corresponding supply
- D - Analyzes the annual demand and supply patterns at each individual location

Answer: A

Question: 101

An item sales price is based on:

- A - A percent value

- B A monetary value
- C Both a monetary and percent value
- D The item unit price

Answer: B

Question: 102

Where can you see reserved and unreserved quantities of all item ledger entries?

- A - In the Reservation window
- B - In the Customer Card
- C - In the Sales & Receivables Setup window
- D - In the Item Journal window

Answer: A

Question: 103

To manage sales prices in Microsoft Navision in a consistent manner, companies with extensive and complicated price structures are recommended to store all their price-related information:

- A - In the Sales Prices table only
- B - On the item cards
- C - Both in the Sales Prices table and item cards
- D - In the Sales Prices Worksheet

Answer: A

Question: 104

To update the company special sales prices in an efficient way, the user may choose:

- A - To run the Adjust Item Costs/Prices batch job
- B - To use the Sales Price Worksheet and run the associated batch jobs from there
- C - To run the Update Sales Prices batch job from the Sales Prices table
- D - The update must be done manually as there is no batch job associated with special sales prices

Answer: B

Question: 105

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: 106

What must a user performing the Sales Management setup do to have the program issue a warning when there are not enough items on inventory to fulfill a sales order?

A - Place a check mark in Stock out Warning field on the General tab of the Sales & Receivables Setup window

B - Select the Stock out Warning option on the Sales Order window

C - Select the Stock out Warning option on the Customer Card

D - The program always automatically warns a user about lack of items on inventory

Answer: A

Question: 107

For the program to suggest a line discount for a sales order, this order must always meet the following condition:

A - Minimum order quantity

B - Profit percentage defined for the item in question

C - The item belongs to an item discount group

D - All conditions specified in the Sales Line Discount table

Answer: D

Question: 108

Do quantities entered on a blanket sales order affect item availability?

A - No

B - Yes

C - Yes, if it is defined in setup

D - No if it is defined in setup

Answer: A

Question: 109

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: 110

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: 111

Your company performs inventory reordering weekly. How can you have 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: 112

The primary functions of the planning parameter fields on items and stock keeping units are:

A - Setting the Time Bucket

B - Setting the Inventory Level

C - Offering Substitute Items

D - Determining Order Quantity

Answer: A, B

Question: 113

In requisition management, a standard quantity' to be used for all order proposals when Fixed Reorder Qty'. is used is:

A - Safety' Stock Quantity'

B - Reorder Point

- C - Reorder Quantity'
- D - Maximum Inventory'

Answer: C

Question: 114

Can purchase orders be received and/or invoiced partially?

- A - Yes, both received and invoiced
- B - No
- C – Only received partially
- D - Only invoiced partially

Answer: A

Question: 115

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 1 5 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 1 5 and select Receive when you post the order

Answer: B

Question: 116

The purchase requisition worksheet can be used for what functions?

- 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: 117

Where can you access the Purchase Prices window from?

- A - Vendor card
- B - Item card
- C - Customer card
- D - Purchase order

Answer: A, B

Question: 118

The setup for date calculations on the SALES side consists of the following elements:

- 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: 119

The vendor that is to repair the returned item needs additional information about item's use. What feature must be set up in Microsoft Navision to enable the user to track and view the specific item transaction must be set up in Microsoft Navision to enable the user to track and view the specific item? transaction history and navigate to the relevant documents?

- A – Item cross references
- B - Item tracking
- C – Non stock item processing
- D - Item substitutions

Answer: B

Question: 120

How does the program calculate the Expected Receipt Date for the purchase orders for which a purchaser has not requested 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 + Safely Lead Time

Answer: D

Question: 121

Does item charge assignment change the quantity of the posted entries?

- A - Yes
- B - No
- C - Yes, it is defined in setup
- D - No, if it is defined in setup

Answer: B

Question: 122

How can registering item charges be done?

- A - As a separate document (purchase order/invoice)
- B - As a separate document (stock keeping item card)
- C – In the same purchase document
- D - On the same vendor card

Answer: A, C

Question: 123

When setting up the Sales Return Order Management granule, in which field do you indicate that you want the program to automatically create return receipt documents when a sales memo is posted?

- A - Return Receipt on Credit Memo
- B – Copy Cmts Ret. Ord. to. Cr. Momo
- C - Copy Cmts Ret. Ord. to Ret. Rcpt
- D - Exact Cost Reversing Mandatory

Answer: A

Question: 124

Which of the following is the date on which the picking process is finished, and the items are shipped from the warehouse?

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

Answer: B

Question: 125

Which of the following statements are true of the Available to Promise (ATP) concept of the order promising feature?

- 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: 126

Which of the following tasks can a typical vendor-oriented return process include?

- 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: 127

Which of the following documents, when used as an entry point for a compensation agreement, offers the possibility of separating the quantity and value parts of the transaction when posting it?

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

Answer: B, D

Question: 128

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 GIL Account in the Type field.

Answer: B

Question: 129

Designed to provide the user with tools to easily budget and analyze data in Microsoft Navision, which granules support this Analysis and Reporting function?

- A – Sales / Purchase Budget
- B - Sales Order Management
- C – Analysis Reports
- D - Calendars

Answer: A, C

Question: 130

Which of the following is TRUE about analysis reports?

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

Answer: A, D

Question: 131

You need to determine the inventory value at each of your company locations. You want to be able to filter by purchaser. Which dimension options do you use when creating a purchase Analysis by Dimensions?

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

Answer: B, C

Question: 132

Which of the following is TRUE of the Analysis by Dimensions feature?

- A - It allows you to view amounts derived from analysis views that you have set up
- B - You can print analysis by dimensions information.
- C - You cannot combine dimensions.
- D - You can export analysis by dimensions information to Microsoft Excel?

Answer: A, D

Question: 133

It you receive order quantities in separate portions, and these partial receipts require item tracking, then you can assign serial/lot numbers only to the following quantities:

- A - Shipped quantities
- B - Received quantities
- C - Invoiced quantities
- D - Quantities to invoice

Answer: B

Question: 134

Your company pursues a decentralized distribution strategy, and your vendor's ship purchase

orders to different locations, which then ship the sales orders to the customers. What can you do in the program to reflect these procedures?

- A - Setup order tracking.
- B - Set up dimensions.
- C - Link your customers and vendors to specific locations.
- D - Link your customers and vendors to responsibility centers.

Answer: C

Question: 135

What does the program use to validate location information when making transfer orders or entering lines in the requisition worksheet?

- A - In-transit locations
- B - Transfer routes
- C - Responsibility centers
- D - Sins

Answer: B

Question: 136

Your company sells items with warranties and perishable goods. What additional parameters relevant to your operations, besides serial and lot numbers, can the item tracking functionality include?

- A - Warranty expiration date
- B - Delivery date
- C - Item expiration date
- D - Cost

Answer: A, C

Question: 137

In the course of moving the items, a warehouse employee discovers that 5 of the items have been broken. The warehouse manager determines that they 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

Question: 138

You need to know when the inventory on hand is supposed to increase and at what location. In the Item Availability By Location window, based on what documents does the program calculate the projected availability' per location?

- A - Sales and purchase invoices
- B - Scheduled and planned order receipts
- C - Sales and purchase quotes
- B - Shipment notes

Answer: B

Question: 139

The following feature in Microsoft Navision directly supports a company strategy aimed at reducing operating costs, helps sustaining efficiency and shortening order-handling time:

- A - Item Tracking
- B - Contract Pricing
- C - Shipping Agents
- D - Warehouse Management

Answer: D

Question: 140

Which of the following entities can be both reserved and tracked in Microsoft Navision?

- A - Item Ledger Entry'
- B - Sales Quote
- C - Sales Order
- D - Planned Prod. Order line

Answer: A, C

Question: 141

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: 142

What elements does the warehousing setup consist of?

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

Answer: A, C

Question: 143

When does the program make automatic reservation?

- 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: 144

What document does a dedicated person, typically a purchaser or logistics manager, use to make automatic transfers?

- A - Purchase Order
- B - Requisition (planning) Worksheet
- C - Transfer Order
- D - Put-Away Worksheet

Answer: B

Question: 145

How many in-transit locations can you set up in the program?

- A - One (1)
- B - Two (2), one for internal and one for external carriers
- C - As many as the number of warehouses you have set up
- D - As many as you want

Answer: D

Question: 146

Which of the following is true of the stock keeping units?

- A - Stock keeping unit functionality allows companies to make individual replenishment plans based on the supply-demand pattern at a specific location
- B - Stock keeping unit is an item with a particular variant.
- C - Stock keeping unit is an item at a particular geographic location.

D - The item card always has priority over SKUs.

Answer: A, B, C

Question: 147

You work in the sales department at Cronus. You receive an inquiry from your customer and want to see whether their order can be met and when. How will calculation of the inventory availability be done?

A - Inventory availability = quantity on hand

B - Inventory availability = quantity on hand - allocations + expected inbound orders - possible pre-allocations

C - Inventory availability = quantity on hand - allocations

D - Inventory availability = quantity on hand + expected inbound orders

Answer: B

Question: 148

You want the program to assign serial numbers to the items based on the number series specified for a specific item. You achieve this by using which of the following functions?

A - Assign Serial No.

B - Create Customized SN

C - Enter Customized SN

D - You can only manually enter a specific serial number for each item unit.

Answer: A

Question: 149

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: 150

You post a document that registers a transaction of items for which item tracking lines have been created. What records does the program create when posting that you can use for tracking each individual item being purchased and sold throughout the system, including through planning, manufacturing, and warehouse?

A - Item ledger entries

- B - Posted sales lines
- C - Customer ledger entries
- D - Vendor ledger entries

Answer: A

Question: 151

What will the program do if the Shipment on Invoice and Return Receipt on Credit Memo fields are not activated?

- A - The program will create posted shipment and posted return receipt documents automatically in spite of whether these fields are selected
- B - The program only creates posted invoices/credit memos
- C - The program will not create any posted documents
- D - These fields do not exist

Answer: B

Question: 152

Where does nons tock item processing allow the user to enter an item?

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

Answer: A, B, C

Question: 153

An item price group makes is possible to:

- A - Create item groups with the same price
- B - Create item groups with the same discount percent
- C - Create item groups with both the same price and discount percent
- D - It is not possible to create item price groups

Answer: D

Question: 154

In order to copy the existing special prices to the Sales Price Worksheet, the user can use:

- A - The Adjust Item Costs/Prices batch job
- B - The Implement Price Change batch job
- C - The Suggest Sales Price on Worksheet batch job
- D - The Suggest Item Price on Worksheet batch job

Answer: C

Question: 155

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: 156

Which elements does the purchase setup consist of?

- A - Purchases & Payables setup
- B - Vendor setup
- C - Sales & Receivables setup
- D - Customer setup

Answer: A, B

Question: 157

Which elements does the setup of returns management consist of?

- A - General setup
- B - Item Charges setup
- C - Return Reasons setup
- D - Customer Price Groups setup

Answer: A, C

Question: 158

You create a sales order for an item. When you check whether the requested delivery date can be met, it appears that it is NOT POSSIBLE because the item is not available in inventory and there are no inbound orders scheduled. What function do you need to run to find out when you are capable of delivering the order?

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

Answer: B

Question: 159

Where can you set up the safely lead time for purchase order receipt date calculation?

- A - In the Item Vendor Catalog window
- B - On the item card on the Planning tab
- C - On the vendor card
- D - In the Manufacturing Setup window on the Planning tab

Answer: B, D

Question: 160

What reservation options are available from a sales order?

- 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: 161

What can be used for efficient handling of drop shipped orders in the program?

- A - Human Resources granule
- B - Drop Shipment granule
- C - Creating blanket sales orders
- D - Creating blanket purchase orders

Answer: B

Question: 162

At present, Microsoft Navision DOES NOT support the following feature within the price and discount management functionality:

- A - Time-based discount pricing
- B - Prompt for expiration of effective dates on the customer price agreements
- C - Item quantity discount
- D - A customer sales discount matrix option of individual customer by item

Answer: B

Question: 163

Does the program delete an order automatically when it is completely invoiced by means of combined shipment function?

- A - Yes

- B - No
- C – Yes, if it is defined in setup
- D - No this can only be done manually or by using the Delete Invoiced Sales Order batch job

Answer: D

Question: 164

What features does the purchase requisition worksheet offer?

- A - Calculates a current and detailed purchase order proposal plan.
- B - Handles stock keeping units that are replenished by transfer and creates the corresponding transfer orders.
- C - Offers substitute items.
- D - Handles manually created purchase order proposal lines.

Answer: A, B, D

Question: 165

One of the options listed below of the Discount Posting field on the General tab of the Purchases & Payables Setup window DOES NOT EXIST. What is this option that DOES NOT EXIST?

- A - No Discounts
- B - Line Discounts
- C - Vendor Discounts
- B - All Discounts

Answer: C

Question: 166

A client has received an invoice for an items shipment from their vendor and has posted a purchase invoice for the items. The client has now 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 - You cannot assign the packing costs to the original purchase receipt once it has been posted
- 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: 167

What document do you use to correct serial/lot numbers on items?

- A - Transfer order
- B - Item reclassification journal
- C - Requisition worksheet
- D - BOM journal

Answer: B