



Microsoft

Exam Questions MB6-701

Microsoft Dynamics AX 2012 R2 Retail

Version:Demo

1. You are the manager of a company's loyalty program. You use Microsoft Dynamics AX 2012 R3.

You need to verify that a special promotion has been created for your Gold Loyalty cardholders. The promotion offers these cardholders 50 percent off all clothing items for the next 30 days.

Which form should you use?

- A. Affiliation Price Group form
- B. Catalog Price Group form
- C. Retail Category Price Group form
- D. Retail Channel Price Group form

Answer: C

2. Your work includes maintaining the sales quotation parameters in Microsoft Dynamics AX 2012 R3 headquarters.

For quotations placed through an Enterprise point of sale (ePOS) register, you need to ensure that when you update the price group in the quotation header, the system automatically updates the unit price in the quotation lines without any user intervention.

What should you set in the update quotations lines parameter?

- A. Set the Updating unit price to Prompt.
- B. Set the Updating unit price, Discount, Discount percent, charges code, and external to Prompt.
- C. Set the Updating unit price, Discount, Discount percent, charges code, and external to Always.
- D. Set the Updating unit price to Always.

Answer: B

3. 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>

4. For one of your store channels, you have four employees assigned to Job J01, which is defined as a sales associate position with limited POS Permissions.

One of these four employees requires a different POS Permission. The POS Permission needs to allow the employee to perform additional functions.

You create a POS Permission group named Senior Sales Associate to define the functions the employee can perform.

You need to ensure the employee can utilize these elevated permissions.

What should you do?

- A. Tie Permission Groups "Senior Sales Associate" to Job J01.
- B. Tie Permission Group "Senior Sales Associate" to Jane's department.
- C. Tie Permission Group "Senior Sales Associate" to Jane's Worker Record
- D. Tie Permission Group "Senior Sales Associate" to the position

Answer: C

5. You are the distribution manager for your company. You use Microsoft Dynamics AX 2012 R3.

You are setting up replenishment rules for your warehouses attached to the retail channels.

What should be set up in order to allocate quantities by the replenishment rule?

- A. weight
- B. quantity
- C. warehouse
- D. percentage

Answer: A

6. Your organization supports selling and redeeming gift cards across legal entities. What should you configure to create the proper accounting entries?

- A. Intercompany posting rules
- B. Ledger allocation rules

- C. Ledger elimination rules
- D. Posting definitions

Answer: A

Explanation: Ref: <http://technet.microsoft.com/en-us/library/dn497834.aspx>

7. A retailer defines a discount promotion so that all discount items are 20 percent off their original price. The retailer defines a second discount so that widget category items are an additional 5 percent off.

You need to ensure that customers who buy a widget item will get both discounts.

Which Discount Concurrency Model should you define?

- A. Best price
- B. Compounded
- C. Exclusive
- D. Combination

Answer: B

8. You need to configure Microsoft Dynamics AX 2012 R3 Retail to allow your retail employees to create sales orders from their Enterprise point of sale (ePOS) registers. These orders will ship from your distribution center.

What should you do?

- A. Configure Real-Time Service.
- B. Configure Async Server Connection.
- C. Configure Upload Sessions.
- D. Configure Channel Database.

Answer: A

9. 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

10. 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>

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