LEADERS HOLDING CO.™
Est. 1971

NetSuite Essentials Review

1. NetSuite is cloud based and runs in a web browser?
   a. True
   b. False

2. What is Partial Fulfillment in NetSuite?
   a. Delivering what is available for an invoice
   b. An official record of an item or list of items along with their price for a specific customer
   c. Taking a deposit or additional funds toward an invoice on an account
   d. A document describing specific goods and requesting compensation from a customer for the goods.

3. When filling out a record for the first time or changing information in a record, which mode do you need to be in?

   a. Edit
   b. View
   c. Peek
   d. None of the above

4. An RA (Return Authorization) is part of the process of returning a product to receive a refund, credit to the customer's account, replacement or repair during the product's warranty period?
   a. True
   b. False

5. The "Home" button is located on the top, left side on every screen of NetSuite?
   a. True
   b. False

6. "Sandbox" in NetSuite is a copy of the live system where you can learn and practice.
   a. True
   b. False

7. Match the Stages of a Customer to its definition.

_____ Guest   (A) A record showing the final balance on products that are fulfilled

_____ Opportunity   (B) A record of what a Guest would like to order that creates firm product reservations against our inventory.

_____ Quote   (C) A person who has visited your showroom and expressed some interest but has not bought yet. They are not ready to share a great deal of information with you.

_____ Sales Order   (D) A record that starts to outline the Guest's specific interests.

_____ Invoice   (E) A detailed outline of a potential transaction and a guest that is very close to buying.

8. You know when you're in the "Sandbox" environment because it has a different color scheme and reads "Sandbox" in the header.
   a. True
   b. False

9. A duplicate record for a guest happens when a record shares an email address or a phone number with an existing record.
   a. True
   b. False

10. The "global search" helps you to search all of NetSuite, quickly.
    a. True
    b. False

11. The keyboard shortcut one can use to access "global search" is <ALT> and <G> at the same time.
    a. True
    b. False