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Microsoft

MB6-701 PRACTICE EXAM

Microsoft Dynamics AX 2012 R3 Retail exam

Product Questions: 90

Question: 1

A customer wants to return an item in exchange for store credit.
You are using a Microsoft Dynamics AX 2012 R3 Enterprise point of sale (ePOS) register.
What should you issue?

- A. Credit memo
- B. A credit journal
- C. A return reason of credit
- D. A credit voucher

Answer: D

Question: 2

You are making a sale in an Enterprise point of sale (ePOS) register. You accept partial payment on the sale. However, the customer now wants to use a different credit card from the one you have tendered.
You need to use the new credit card as the payment method.
What should you do?

- A. Tender the remaining amount and return the sale.
- B. Click on the tender removal.
- C. Click on void transaction.
- D. Select the payment line for the partial payment and click void payment.

Answer: D

Question: 3

You want to run a price simulation on a sales quotation header for a quotation originally created on an Enterprise point of sale (ePOS) register.
You need to propose a new sales quotation price. You create a new price simulation record to put the proposed new total amount in the Retail Headquarters component of Microsoft Dynamics AX 2012 R3.
What are three possible ways to achieve this goal? Each correct answer presents a complete solution.

- A. Enter New margin
- B. Enter New contribution ratio
- C. Enter New discount percentage
- D. Enter New sales value
- E. Enter New cost value

Answer: B, D, E

Question: 4

You are working at an Enterprise point of sale (ePOS) register on the sales floor. You are in the middle of the business day, which is when your shift ends.

Your stores operational procedure states that if your shift ends in the middle of the business day, you must count your cash drawer in the back office.

You need to end your shift while adhering to the operational procedure.

Which step should you perform first?

- A. Perform a blind close shift.
- B. Close the shift.
- C. Perform a tender declaration.
- D. Log off of the ePOS register.

Answer: C

Question: 5

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

Question: 6

You are a sales associate in a retail store. You are using an Enterprise point of sale (ePOS) register.

A customer wants to return an item from a sales order but does not have the original receipt. The item is now on sale. The customer asks if you can locate the original purchase in your system.

Which function should you use?

- A. Return Item
- B. Recall Order
- C. Return Transaction
- D. Recall Transaction

Answer: B

Question: 7

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: 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: 9

You set up your store employees for time registration in Microsoft Dynamics AX 2012 R3.

As a store manager, you need to track and monitor the time registration for your employees on the Enterprise point of sale (ePOS) user interface.

Which three functions should you use on ePOS? Each correct answer presents part of the solution.

- A. Overtime allocation
- B. Time and attendance
- C. Clock in
- D. Logbook
- E. Clock out

Answer: A, B, D

Question: 10

You are designing the interface of an Enterprise point of sale (ePOS) register. You need the interface to work on a screen size of 1024 x 768. In which location should you define this screen size?

- A. Screen layout

- B. Functionality profile
- C. Hardware profile
- D. Visual profile

Answer: A

Explanation:

A Visual Profile is used to specify the resolution of the register screen (this must be at least 1024 x 768). However, to design an interface that will work on a screen size of 1024 x 768, you use the Screen Layout function to specify the resolution and configure the layout of the screen items (button groups etc).

Question: 11

You are configuring a custom background image that needs to display on the login screen of an Enterprise point of sale (ePOS) register.

You upload the image file to the Microsoft Dynamics AX Server.

You need to ensure the background image displays correctly on the ePOS register.

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

- A. Assign the image to the ePOS Register setup.
- B. Set up an image ID and select the image file previously saved to the accessible file folder.
- C. Run distribution job 1090 (Registers).
- D. Add an image ID file to the register's visual profile.
- E. Run job 1070 (Channel configuration).

Answer: B, C, D

Explanation:

Ref: <http://www.k3technical.com/making-the-ax-2012-pos-your-own-part-1/>

Question: 12

You are using the Screen Layout Designer to develop a Modern point of sale (mPOS) register for a client.

The client has the following requirements:

The current customer needs to be shown on the screen.

Each item needs to be shown as it is added to the Retail transaction.

A total at the bottom of the screen needs to display.

Which three items should you add to the layout? Each correct answer presents part of the solution.

- A. Receipt panel
- B. Customer panel
- C. Transaction grid
- D. Product grid
- E. Totals panel

Answer: A, B, E

Explanation:

Ref: <http://technet.microsoft.com/EN-US/library/hh597301.aspx>

Question: 13

You are designing a receipt layout for a regular transaction in an Enterprise point of sale (ePOS) register. The client requires the receipt layout to display a label and a field that both include the phrase Item Name on the lines section. You need to configure the receipt layout.

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

- A. Set the label text to Item Name. Set the variable flag as Unchecked.
- B. Set the field to Item Name. Set the variable flag as Unchecked.
- C. Set the field to Item Name. Set the variable flag as Checked.
- D. Set the label fill character to Item Name. Set the variable flag as Unchecked.

Answer: A, B

Question: 14

You are creating bar codes in Microsoft Dynamics AX 2012 R3.

You need to create barcode masks.

What are two barcode standards you can use? Each correct answer presents a complete solution.

- A. IM bar code
- B. HIBC
- C. UPCA
- D. QR code
- E. UPCE

Answer: C, E

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh597190.aspx>

Question: 15

You have created a new product label report in Microsoft Dynamics AX 2012 R3.

You need to set this label report as the default for all products in a specific group.

In which location should you configure the default product label?

- A. Item Group
- B. Retail Product Hierarchy
- C. Product Master
- D. Product Label Report

Answer: B

Question: 16

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: 17

You are a catalog manager. You are setting up a new spring 2014 catalog in Microsoft Dynamics AX 2012 R3.

When orders are taken from the new catalog in your call center, you want to be able to easily identify the orders as being associated to this catalog.

What are you required to define within your catalog setup in Microsoft Dynamics AX 2012 R3 that can be used in the call center to link the orders to the new catalog?

- A. Origin code
- B. Source code
- C. Hold code
- D. Category code

Answer: B

Question: 18

A retail chain has multiple store locations within a single region. Each store subscribes to the same data from headquarters.

You need to reduce the number of data packages that Microsoft Dynamics AX 2012 R3 Retail generates.

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

- A. Create a Channel Database Deployment.
- B. Create Channel Databases.
- C. Create a Channel Database Group.
- D. Create Retail Channel Schemas.

Answer: B, C

Explanation:

Ref: <http://technet.microsoft.com/EN-US/library/dn621060.aspx>

Question: 19

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: 20

You need to enforce collection of payment against the sales order before it is submitted, and display the order recap in Microsoft Dynamics AX 2012 R3 for Retail.

Which parameter should you enable on the call center channel?

- A. Enable order price control
- B. Setup sales origin
- C. Enable direct selling
- D. Enable order completion

Answer: D

Explanation:

Enable order completion

Select this check box to enable the following features for call center users in the Sales order form:

The payment process – Multiple payment buttons in the Sales order form are enabled when the Enable order completion check box is selected.

The Complete button – This button controls access to the Sales order summary form, where the user can enter payment and submit the order. If the Enable order completion check box is not selected, users can create and save orders, but cannot complete them.

The Recap button – This button controls access to the Sales order summary form, where the user can review the order, and optionally enter payment and submit the order.

The Coupons button – Coupon calculation requires that the order be completed.

Ref: <http://technet.microsoft.com/en-us/library/dn497725.aspx>

Question: 21

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

Question: 22

You are using Microsoft Dynamics AX 2012 R3.

You need to check the status of the retail transactions being sent from the store to headquarters.

In which location should you look to find this information?

- A. Upload Sessions
- B. Async Server Connection
- C. Real-Time Server Connection
- D. Download Sessions

Answer: A

Question: 23

You are recording deliveries for the day. You are using the Enterprise Portal for Microsoft Dynamics AX 2012 R3.

Which two types of orders should you use? Each correct answer presents part of the solution.

- A. Incoming Transfer Order
- B. Purchase Order
- C. Outgoing Transfer Orders
- D. Sales Order

Answer: A, B

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh352234.aspx>

Question: 24

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: 25

Your company headquarters initiates a Stock Count.

You need to review the request.

In which Enterprise Portal site page should you look?

- A. Procurement
- B. Sales
- C. Retail
- D. Vendor Portal

Answer: C

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh352241.aspx>

Question: 26

You design two screen layouts to use at a Seattle retail store. Layout1 is the default for all workers at the store. Layout2 is given only to store managers. You need to assign each layout. What should you do?

- A. Assign Layout1 to Seattle Store. Assign Layout2 to Store Manager Job.
- B. Assign Layout1 to Seattle Store. Assign Layout2 to Store Manager Department.
- C. Assign Layout1 to Seattle Store. Assign Layout2 to all Store Manager Workers.
- D. Assign Layout1 to Seattle Store. Assign Layout2 to all Store Manager Positions.

Answer: C

Explanation:

Ref: <http://technet.microsoft.com/EN-US/library/hh597157.aspx>

Question: 27

You have the following settings for your Seattle store:

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

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: 28

You are a system administrator. Your company uses Microsoft Dynamics AX 2012 R3.

Your company places repeated orders for the same set and quantity of items from your top vendors. Your purchasing

manager currently enters these orders manually.
You need to help make this process more efficient.
What should you recommend to the purchasing manager?

- A. Use a replenishment rule for each vendor.
- B. Add the vendors to the same replenishment hierarchy.
- C. Create a standard product package for each vendor.
- D. Use planned purchase orders for each vendor.

Answer: D

Question: 29

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: 30

You are performing a sales audit.
You need to use Microsoft Dynamics AX 2012 R3 to verify by payment method if your store had any out-of-balance bookings for the previous night's sales.
Which retail inquiry should you use?

- A. Retail Store Transactions
- B. Retail Sales
- C. Posted Statements
- D. Invoice Journal

Answer: A

Question: 31

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

Question: 32

You are hiring a new staff member who will use an Enterprise point of sale (ePOS) register. You create a Job and assign the ePOS permission group to it. You need to assign the employee to the new Job. Which two actions should you perform? Each correct answer presents part of the solution.

- A. Assign the Job to the Address Book
- B. Assign the ePOS permission group to a Position.
- C. Assign the new Job to a position.
- D. Assign the position to a Worker.

Answer: C, D

Question: 33

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: 34

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>

Question: 35

You are using Microsoft Dynamics AX 2012 R3.

You need to create a loyalty program for your company's marketing department.

Which three components should you configure to create the program? Each correct answer presents part of the solution.

- A. Loyalty Transactions
- B. Loyalty Schema
- C. Loyalty Reward Points
- D. Loyalty Card Number Sequence
- E. Loyalty Customer

Answer: C, D, E

Question: 36

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: 37

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: 38

You are the head buyer of a company. You use Microsoft Dynamics AX 2012 R3.

You supervise four assistant buyers who manually enter new product information prior to the new product's release date.

Based on company needs, you create a policy that requires each item to be set up by using four specific fields: cost group ID, sales model, base price model, and charges percentage. Currently you are manually verifying that each item has been defined before releasing the product.

You need to automate the process.

What should you do?

- A. Use Product Builder
- B. Use Mandatory Check Setup
- C. Use Product Rules
- D. Use Product Model

Answer: B

Explanation:

Ref: <https://community.dynamics.com/ax/b/dynamicsaxtipoftheday/archive/2014/04/29/set-up-mandatory-field-checks-for-products.aspx>

Question: 39

You are defining product masters for your organization. You create multiple items before realizing that you failed to assign a size and color variant group to the items.

At which stage of the product release cycle should you add the variant groups to the items?

- A. When the product has been released to all companies but has not been used
- B. When the product has been released to only one company and has not been used
- C. When the product has been released to only one company and has been used on a sale only
- D. When the product has not been released to any companies

Answer: D

Question: 40

You are defining a vendor sales price margin setup for one of your retail vendors.

You need to ensure the calculation is applied to the proper products in Microsoft Dynamics AX 2012 R3 Retail.

What should you link to the setup?

- A. A product attribute group
- B. A variant group
- C. A category attribute value
- D. A retail category

Answer: D

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh580650.aspx>

Question: 41

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

Question: 42

You are creating a kit. You want to allow the buyer to choose from three different options for one of the base items in the kit. What should you do?

- A. Make the options components of the kit
- B. Define substitute components
- C. Define product attributes
- D. Link a dimension group to the product kit

Answer: B

Explanation:
Ref: <http://technet.microsoft.com/en-us/library/dn497848.aspx>

Question: 43

You are setting up an Async Server. You need to create a profile for the Async Server in the Retail Headquarters component of Microsoft Dynamics AX 2012 R3. Which two configurations should you specify in the profile? Each correct answer presents part of the solution.

- A. Working folders used for Commerce Data Exchange
- B. Distribution locations used for retail databases
- C. How frequently the Async Server client uploads data
- D. How frequently the Async Server client checks for data packages that are ready to be downloaded

Answer: C, D

Explanation:
Ref: <http://technet.microsoft.com/en-us/library/dn621048.aspx>

Question: 44

You are the catalog marketing manager for a direct-to-consumer catalog company.

You create a new catalog in Microsoft Dynamics AX 2012 R3. The new catalog promotes special prices and discounts for items in your spring catalog. Additionally, the new catalog is tied to source code SP2014.

You need to allow the call center channel users to take orders for customers who call in and reference this catalogs source code. What should you do?

- A. Add the call center organization as a retail channel to the new product catalog.
- B. Add the call center product catalog to the new organization hierarchy.
- C. Create a new retail channel for the new product catalog.
- D. Create a new product catalog and assign it to the call center price group.

Answer: A

Question: 45

A retailer requires a reason for returning an item.

You need to configure retail parameters to collect this information.

What are three possible reason code input types you can use? Each correct answer presents a complete solution.

- A. Text
- B. Interval
- C. Subcode List
- D. None
- E. Prompt

Answer: A, C, D

Explanation:

The screenshot shows the 'Retail Parameters' form in Microsoft Dynamics AX 2012 R3. The 'Input type' dropdown menu is open, displaying a list of options: None, Subcode list, Date, Numeric, Product, Customer, Staff, Text, Subcode buttons, and Age limit. The 'General' tab is selected on the left side of the form. The 'Input required' field is set to 'Numeric', and the 'Once per transaction' field is set to 'Product'. The 'Linking' section shows 'Linked reason code' set to 'Text'.

Question: 46

You are setting up a product assortment.

You need to verify which retail hierarchies in your system are configured to be used in the creation of a retail product assortment.

Which form in Microsoft Dynamics AX 2012 R3 Retail should you use?

- A. The System Administration form
- B. The Legal Entities form
- C. The Internal Organizations form

D. The Organization Hierarchy Purposes form

Answer: D

Question: 47

You are creating a new retail store in Microsoft Dynamics AX 2012 R3 Retail.

You need to specify the required fields.

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

- A. Link a functionality profile.
- B. Link an applicable tax group.
- C. Link a retail warehouse.
- D. Set the channel language.
- E. Define and link a default customer.

Answer: B, C, D

Question: 48

You are performing the initial set up of a retail module for a client.

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

- A. Create number sequences used for retail operations.
- B. Create base configuration data for retail operations by using the Initialize button.
- C. Create Enterprise point of sale (ePOS) registers for retail operations.
- D. Create retail channels used for retail operations.

Answer: A, B

Question: 49

You create a new retail channel in Microsoft Dynamics AX 2012 R3 Retail.

You need to ensure that your assortment and replenishment plans consider this retail channel.

What should you do?

- A. Add the retail channel to the relevant retail organization hierarchies.
- B. Add the retail channel to the distribution schedule.
- C. Assign a catalog to your retail channel.
- D. Include the retail store in the shared master data list.

Answer: A

Question: 50

Your company has two online channels, channel1 and channel2.

You create two store locator groups. Group1 contains your nationwide retail locations, and Group2 contains only your outlet stores.

When a customer orders an item for in-store pick-up from Channel1, you want the customer to be able to choose

from all nationwide retail stores as a pick-up location. When the customer orders an item for in-store pick-up from Channel2, you want the customer to only be able to choose outlet stores as pick-up locations.

You need to configure the store locator.

What should you do?

- A. Link the correct store locator group to the channel attributes for the online channel.
- B. Link the correct store locator group to the distribution group for the online channel.
- C. Link the correct store locator group to the catalog for the online channel.
- D. Link the correct store locator group to the correct online channel.

Answer: D

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/jj728715.aspx>

Question: 51

You are the system administrator for Microsoft Dynamics AX 2012 R3 Retail at your company.

You need to ensure that all of your retail stores successfully received the new promotional price changes for the fall season.

In which application should you look?

- A. Upload Sessions
- B. Real-Time Server Connection
- C. Download Sessions
- D. Async Server Connection

Answer: C

Question: 52

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>

Question: 53

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: 54

You are performing a new installation of Microsoft Dynamics AX 2012 R3.
Which three Commerce Data Exchange components should you configure? Each correct answer presents part of the solution.

- A. Sync Service
- B. Async Client
- C. Async Server
- D. Sync Service Client
- E. Real-Time Service

Answer: B, C, E

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/dn741440.aspx>

Question: 55

You need to configure the Retail Server URL. In which form do you perform this action?

- A. Real-Time Service profiles
- B. Async Server profiles
- C. Channel profiles
- D. Channel Data group

Answer: C

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/jj677439.aspx>

Question: 56

You need to use the Enterprise Portal for Microsoft Dynamics AX 2012 R3 to complete an outgoing transfer.

Which operation should you use?

- A. Picking
- B. Receiving
- C. Sales Orders
- D. Stock Counting

Answer: A

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh352267.aspx>

Question: 57

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

You need to enable the call center to prompt call center operators to suggest additional complimentary products during the order entry process.

Which type of functionality should you deploy?

- A. Define cross-sell items.
- B. Create a product kit.
- C. Create a mix-and-match promotion.
- D. Define linked products for your items.

Answer: A

Question: 58

You are creating a new barcode in your Microsoft Dynamics AX 2012 R3 application.

You need the new barcode to map to the barcodes that are printed on discount coupons. The new barcode must start with the digits 44, followed by the discount code number.

Where should you define this barcode layout format?

- A. Bar Codes
- B. Bar Code Mask Setup
- C. Mask Characters
- D. Bar Code Setup

Answer: B

Explanation:

Ref: <http://technet.microsoft.com/EN-US/library/hh597190.aspx>

Question: 59

You are setting up a new Enterprise point of sale (ePOS) register that will be used in an existing retail channel.

You need to configure the minimum required fields on the POS registers form to define the new ePOS register.

Which three settings should you configure? Each correct answer presents part of the solution.

- A. Screen layout
- B. Customer display text
- C. Visual profile
- D. Hardware profile
- E. Functionality profile

Answer: A, C, D

Question: 60

You are using the Screen Layout Designer to develop an Enterprise point of sale (ePOS) for a client.

The client has the following requirements:

The current customer needs to be shown on the screen.

Each item needs to be shown as it is added to the Retail transaction.

A total at the bottom of the screen needs to display.

Which three elements should you add to the main layout? Each correct answer presents part of the solution.

- A. Totals
- B. Receipt
- C. Product grid
- D. Transaction grid
- E. Customer

Answer: A, B, E

Explanation:

Ref: <http://technet.microsoft.com/EN-US/library/hh597301.aspx>

Question: 61

A retailer who uses Microsoft Dynamics AX 2012 R3 wants to define the + character as a shortcut for the Add Product operation on an Enterprise point of sale (ePOS) register.

You need to ensure that the shortcut functions correctly.

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

- A. Hardware profile
- B. Keyboard mapping group
- C. Functionality profile
- D. Operations

Answer: B, D

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/dn716046.aspx>

Question: 62

You are labeling retail products. A display has various sizes of pants.

You need to use Microsoft Dynamics AX 2012 R3 Retail to create a label that is neither size nor color specific.

Which type of label should you choose?

- A. Pallet label
- B. Location label
- C. Shelf label
- D. Product label

Answer: C

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh580643.aspx>

Question: 63

You are implementing security for store managers at your retail stores.

You define an Enterprise point of sale (ePOS) permission group named Manager and attach this permission group to the Store Manager job in the HR Module.

You need to ensure that store managers are able to perform Operation 701, allowing the user to log off of the ePOS register.

Which two system setup actions must you perform to ensure that only store managers are able to perform Operation 701? Each correct answer presents part of the solution.

- A. Set Manager Privileges on POS permission group Manager.
- B. Set Check User Access as POS permission group Manager for Operation 701.
- C. Set Check User Access as Job Store Manager for Operation 701.
- D. Set Permission ID to 1002 Manager Privileges for Operation 701.
- E. Set Permission ID to Manager POS permission group for Operation 701.

Answer: B, E

Question: 64

Your store has the following hardware configuration for its registers:

Each register has a thermal printer.

Each register also has either an 8.5"x11" laser printer or a cash drawer.

On most registers, VGA Displays is 1024x768.

On one register, VGA Displays is 1280x800. That register has a cash drawer.

What is the minimum number of hardware profiles you need configured for the store?

- A.1
- B.2
- C.3
- D.4

Answer: B

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh597217.aspx>

Question: 65

You are a system administrator for your company.

Your company is launching its first online store. You have completed the store configuration in Microsoft Dynamics AX 2012 R3.

You need to publish the default configurations of your online store channel to Microsoft SharePoint.

Which job should you run to ensure the channel is published to SharePoint?

- A. Offline database configuration
- B. Catalog
- C. Channel configuration
- D. Global configuration

Answer: C

Question: 66

You want to set up and schedule retail distribution for incremental updates of new products in Microsoft Dynamics AX 2012 R3 Retail.

You need this data to replicate periodically to the Enterprise point of sale (ePOS) register.

Which two forms should you use? Each correct answer presents part of the solution.

- A. Channel data group
- B. Channel database
- C. Process assortment
- D. Distribution schedule

Answer: A, D

Question: 67

You need to create retail channel database profiles in Microsoft Dynamics AX 2012 R3 Retail.

What information should you ensure is unique to each database profile?

- A. Retail Channel schema
- B. Username
- C. Channel Data group
- D. Async Server profile

Answer: B

Explanation:

Ref: <http://technet.microsoft.com/EN-US/library/dn621049.aspx>

Question: 68

Your company announces on July 1 that it plans to add a new division on September 1.

You need to modify the existing organizational hierarchy in Microsoft Dynamics AX 2012 R3.

You make the required changes and select the Publish and Close feature. You use an effective date of September 1 for

the new division.

What happens to the hierarchy?

- A. It gets published immediately, and the changes are implemented September 1.
- B. It becomes active immediately, and the changes are made to the organizational hierarchy.
- C. It runs a validation against the changes, and the results are displayed beginning from September 1.
- D. It stays in Draft Mode until September 1.

Answer: A

Question: 69

You are configuring a new retail channel for a call center. You have already defined the default warehouse and default customer.

You need to complete the minimum set up to enable the call center to take sales orders.

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

- A. Link the modes of delivery.
- B. Define payment methods.
- C. Assign the channel users.
- D. Define fraud conditions.
- E. Create call center scripts.

Answer: A, B, C

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/dn497725.aspx>

Question: 70

Your company charges a 5 percent sales tax on all transactions. Customers who are tax-exempt do not incur this charge.

You need to enable the ability to remove sales tax from transactions on the Enterprise point of sale (ePOS) register.

Which two parameters should you specify in the Retail Headquarters component of Microsoft Dynamics AX 2012 R3? Each correct answer presents part of the solution.

- A. The Sales Tax Override group
- B. The Sales Tax group
- C. The Sales Tax jurisdiction
- D. The Tax Group Default rules

Answer: A, B

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh597219.aspx>

Question: 71

You are using Microsoft Dynamics AX 2012 R3. You create an organizational hierarchy that groups retail stores by

region.

You want to use this hierarchy in the setup and management of your retail store operations within Microsoft Dynamics AX 2012 R3.

Which two hierarchy purposes should you assign to this organizational hierarchy? Each correct answer presents part of the solution.

- A. Retail Reporting
- B. Centralized Payments
- C. Security
- D. Retail Assortment

Answer: A, D

Question: 72

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: 73

You are a system administrator for your company. You use Microsoft Dynamics AX 2012 R3.

You are configuring vendor invoices.

You need to ensure that your product number and the vendor's product number both appear on the invoice.

Which two fields should you configure on the released product details form? Each correct answer presents part of the solution.

- A. Item number
- B. Product number
- C. Global trade item number
- D. External item number

Answer: B, D

Question: 74

You are using Microsoft Dynamics AX 2012 R3 to set up a new category hierarchy.

You need to create a category hierarchy type that can be used for your Microsoft Dynamics AX e-commerce store

product catalog.

Which category type should you select?

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

Answer: C

Explanation:

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

Question: 75

You are in the released products form.

You need to review your base item pricing for a particular item that has been defined across different organizational units.

Which inquiry function should you use?

- A. Competitor Prices
- B. Pricing
- C. Check Product
- D. Sales Transactions

Answer: B

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh580615.aspx>

Question: 76

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

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

Question: 77

A retailer offers a 5 percent discount on purchases of \$100.00 or more for items within a specific retail product category.

You need to set up the discount in Microsoft Dynamics AX 2012 R3 Retail.
Which type of discount should you configure?

- A. Quantity discount
- B. Mix and match discount
- C. Total discount
- D. Threshold discount

Answer: D

Explanation:

You can now set up threshold discounts, which give customers a discount when a transaction's total reaches one or more specified amounts. For example, you can create a threshold discount that gives a 10 percent discount for purchases over 100.00 and a flat 25.00 discount for purchases over 200.00.

Ref: <http://technet.microsoft.com/en-us/library/dn527132.aspx>

Question: 78

A corporate customer at your retail store frequently requests a written sales quotation for large purchases in order to get approval for special pricing or discounts from your corporate office. The quotation must go through an approval process, which can take anywhere from several days to several weeks, to determine agreed-upon pricing.

The customer returns to the store once the quotation is confirmed, and the sales transaction can then be completed, charging the quoted sales prices.

Your company wants to use Enterprise point of sale (ePOS) to help manage this process.

You need to ensure that no pricing discrepancies occur between quotation approval and sales order payment.

What should you do?

- A. Create a sales quotation and collect the deposit against the quotation. Then convert the quotation to a sales order when the quotation is accepted.
- B. Create a sales quotation and convert the quotation to a sales order for payment processing when the quotation is accepted.
- C. Create a sales quotation, invoice the quotation, and then convert the quotation to a sales order when the quotation is accepted.
- D. Create a sales quotation, convert it to a sales order, and suspend the sales order. Then recall it for payment processing when the quotation is accepted.

Answer: C

Question: 79

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

You need to evaluate registers throughout a sales day to see which register is issuing the most sales discounts.

You want to achieve this goal by using the least amount of time.

What should you do?

- A. Print the x-report.
- B. Perform a tender declaration.
- C. Print the z-report.
- D. Click Show Journal.

Answer: A

Explanation:

Ref: <http://aeypka.blogspot.co.uk/2013/11/ax-retail-2012-r2-customization-of-end.html>

Question: 80

You are a cashier in a retail store.

You have just created and completed a pickup order transaction on the Enterprise point of sale (ePOS) register for a customer who requested to pick up the products at a store location.

The customer now wants the products delivered to a home address.

Which screen should you access in the ePOS register to make this change?

- A. Order Information
- B. Pickup Information
- C. Shipping and Delivery
- D. Customer Information

Answer: B

Question: 81

You have created a sales quotation.

You need to convert the sales quotation to a sales order.

What should the status of the sales quotation be?

- A. In review
- B. Confirmed
- C. Approved
- D. Sent

Answer: B

Question: 82

A company wants to provide cashiers with the ability to log on to the Enterprise point of sale (ePOS) terminal by scanning a card or barcode. You need to enable this function. Which ePOS operation should you use?

- A. Activate device
- B. Add affiliation
- C. Manual logon
- D. Extended logon

Answer: D

Explanation:

Ref: <http://technet.microsoft.com/en-us/library/hh597187.aspx>

Question: 83

You are the manager of a retail store. Your store has experienced an increase in cash sales at the Enterprise point of sale (ePOS) registers on the sale floor.

You need to ensure the ePOS registers are secure. Additionally, you need to limit the amount of cash in each drawer, while keeping the cashier's shift open.

What are two possible ways to achieve this goal? Each correct answer presents a complete solution.

- A. Create a policy to perform safe drops throughout the day.
- B. Create a policy to perform float entries throughout the day.
- C. Create a policy to perform tender removal throughout the day.
- D. Create a policy to perform tender declaration throughout the day.

Answer: A, C

Question: 84

You are using a Microsoft Dynamics AX 2012 R3 Enterprise point of sale (ePOS) register to enter a customer's sales transaction. Before you complete the transaction, the customer leaves to retrieve an item to add to the order. Another customer is waiting.

You need to begin the next customer's transaction while you wait for the first customer to return. You want to achieve this goal in the most efficient manner possible.

What should you do?

- A. Change the current transaction type to a sales quotation. Complete the next transaction. Convert the first transaction to a sale, and complete it.
- B. Cancel the current transaction. Complete the next transaction. Then begin the first transaction again.
- C. Suspend the current transaction. Complete the next transaction. Recall the first transaction, and complete it.
- D. Complete the current transaction. Complete the next transaction. Write a new transaction for the extra item.

Answer: C

Explanation:

Ref: <https://community.dynamics.com/ax/b/erpsoftwareblog/archive/2014/06/10/faster-checkouts-faster-revenues-5-ways-microsoft-dynamics-ax-for-retail-pos-improves-checkout-speed.aspx>

Question: 85

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

Question: 86

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

Question: 87

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: 88

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: 89

You are setting up gift cards for a multi-company configuration of Microsoft Dynamics AX 2012 R3. You need to define a company in the gift card company parameter in the Retail Parameters setup form.

Which type of company should you select for this parameter?

- A. Posting
- B. Liability
- C. Retail
- D. Distribution

Answer: B

Question: 90

Your store operates from 8:00AM until 3:00AM the next day. You post a single statement at the end of your business day. You need to set up your retail store in Microsoft Dynamics AX 2012 R3 so the business day extends over two calendar days. Which two settings should you apply? Each correct answer presents part of the solution.

- A. Closing method
- B. Statement method
- C. End of business day
- D. Post as business day

Answer: C, D

Explanation:

If your store operating hours extended past midnight, you can post statements based on the end of the business day instead of the end of the calendar day.

In the Stores form, on the Statement/closing FastTab, in the End of business day field, enter the time that the last transaction must be recorded to be included in the business day's statement. Select the Post as business day check box to post the transactions within the same business day. When the statement is posted, transactions that are recorded within the same business day can be included on the same sales order, even if they occur before and after midnight.

Ref: <http://technet.microsoft.com/en-us/library/hh597240.aspx>