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1年間無料アップデート

Exam : **MB7-227**

Title : Navision 4.0 Trade & Inventory Management

Version : Demo

1. 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

2. What features does the purchase requisition worksheet offer?

A.Calculates a current and detailed purchase order proposal plan.

B.Handles stockkeeping 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: abd

3. To calculate the earliest delivery date for the orders for which a customer HAS NOT requested a delivery date, the program sets the shipment date equal to the:

A.Todays system date

B.Current working date

C.Availability date

D.Planned delivery date

ANSWER: b

4. 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 post entries that reflect the compensation agreement

settled with the customer?

A.Sales invoice

B.Sales order

C.Sales return order

D.Finance charge memo

ANSWER: abc

5. 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: ac

6. 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

7. 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 items 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

8. 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

9. Is it possible that one item has different reference numbers 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

10. 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

11. For the program to suggest a line discount for a sales order, the 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

12. Where does nonstock 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: abc

13. How many shipments and invoices can an order have?

A.One shipment and one invoice

B.Two shipments and one invoice

C.Two shipments and two invoices

D.As many as are necessary to complete the order

ANSWER: d

14. Is numbering sequence provided for nonstock items?

A.Yes, the program allows the user to set up the numbering sequence for nonstock items

B.No, there is no such possibility in the program for nonstock items

C.Such functionality is available only for inventory items

D.Such functionality becomes available for nonstock items only when they become inventory items

ANSWER: a

15. 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

16. 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

17. 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

18. 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

19. 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

20. 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