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Exam : **MB-800-Deutsch**

Title : Microsoft Dynamics 365
Business Central Functional
Consultant (MB-800
Deutsch Version)

Vendor : Microsoft

Version : DEMO

QUESTION NO: 1

Sie müssen Verkäufe für die Kasse konfigurieren.

Was sollten Sie auswählen?

- A. Zahlungsdienst
- B. Lastschriftmandat mit einem Wert von OneOff für Zahlungsart
- C. Zahlungsmethode mit einem Wert von Bankkonto für Guthabenkonto
- D. Zahlungsbedingungen mit einem Wert von 0D für die Berechnung des Fälligkeitsdatums

Answer: D

Explanation:

The scenario describes cash and carry sales, where customers pay immediately at the desk and sales invoices must be posted as paid in full at the time of sale. In Dynamics 365 Business Central, this is achieved by setting Payment Terms that indicate no delay between invoice date and due date.

* Why D (Payment Terms = 0D)

* The Payment Terms setup in Business Central allows you to define how the Due Date is calculated.

* For cash and carry transactions, the invoice is due on the same day (zero days). Setting the Due Date Calculation to 0D ensures that the system always marks invoices as immediately due, reflecting the cash-and-carry business process.

* This aligns with requirements: "Invoices must be posted at the cash and carry desk at the time of sale" and "Invoices already paid in full should not appear as outstanding on aging reports."

* Why not A (Payment Service)

* Payment Services are used for integration with external services like PayPal or credit card gateways. Wide World Importers does not require a POS or online payment gateway-just simple cash handling at the desk.

* Why not B (Direct Debit Mandate)

* Direct Debit is used for recurring bank withdrawals (SEPA mandates, subscription-type payments). It does not apply to one-time, immediate cash payments.

* Why not C (Payment Method = Bank Account)

* While Payment Methods (e.g., Cash, Bank Transfer, Check) are also important for tracking how customers pay, the critical requirement in the scenario is ensuring the invoice is due immediately.

That is achieved by Payment Terms = 0D, not by Payment Method alone.

Best Practice Setup in Business Central for Cash & Carry:

* Payment Terms: 0D (ensures invoice due immediately).

* Payment Method: Cash (ensures posted directly against the cash account).

* Apply to invoices at posting: Invoices will automatically be shown as paid in full.

This combination ensures correct cash sales processing and eliminates the issue noted in the case study where invoices incorrectly appear in aging reports.

Microsoft References

* Set Up Payment Terms in Business Central

* Set Up Payment Methods in Business Central

* Work with Payment Transactions

Topic 1, Wide World Importers

This is a case study. Case studies are not timed separately. You can use as much exam time as you would like to complete each case. However, there may be additional case studies and sections on this exam. You must manage your time to ensure that you are able to complete all questions included on this exam in the time provided.

To answer the questions included in a case study, you will need to reference information that is provided in the case study. Case studies might contain exhibits and other resources that provide more information about the scenario that is described in the case study. Each question is independent of the other questions in this case study.

At the end of this case study, a review screen will appear. This screen allows you to review your answers and to make changes before you move to the next section of the exam. After you begin a new section, you cannot return to this section.

To start the case study

To display the first question in the case study, click the Next button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information such as business requirements, existing environment, and problem statements. When you are ready to answer a question, click the Question button to return to the question.

Background

Wide World Importers is a family-owned importer of specialty cooking ingredients and prepackaged foods from the Mediterranean. When first established, the company's products were sold at farmers markets, All sales were on a cash-only basis.

Products are now sold locally to restaurant owners and chefs in a family-owned building with a warehouse.

Products are no longer sold at farmers markets. Cash and carry sales generate most of the revenue for the company.

The founder of Wide World Importers is turning over control of the company to the younger generation in the family. These family members want to use Dynamics 365 Business Central to support their efforts to grow and diversify the business. They recently started to build a new line of business selling and shipping products to specialty retailers outside their local area through a network of brokers and representatives.

The company uses QuickBooks, but the family is concerned that QuickBooks is not capable of supporting their new business model.

There are 30 full-time and part-time employees who work in sales, purchasing, shipping, customer service, accounts payable, accounts receivable, and finance. The family does not plan to hire additional personnel to support the new line of business.

Current environment

Cash and carry sales

When a customer makes a purchase at the company's cash and carry desk, the sale is handwritten on a three- part form.

The cash and carry associate retrieves the items listed on the order from the warehouse. Special prices and discounts are used to move products that will expire soon or that are overstocked.

Cash is accepted for payments.

The cash drawer is balanced at the end of every day. A deposit is created for the cash and given to the accountant.

Brokered sales orders

Brokered sales are called in to customer service by the brokers and sometimes directly by customers. The sales are entered into QuickBooks.

Because inventory is not tracked in QuickBooks, the generic item Brokered Item is used. Two copies of the packing slip are printed from QuickBooks and sent to the warehouse.

Order picking

The warehouse manager provides a container and the two copies of the packing slip to a picker.

Items that are out of stock are marked on both copies of the packing slip.

The shipping amount is determined and written on the packing slips.

One copy of the completed packing slip is placed in a basket for customer service.

Completed orders are boxed up with a copy of the invoice and shipped to customers.

Order invoicing

Throughout the day, the customer service manager collects the packing slip copies and updates the invoices in QuickBooks.

The customer service manager adds a line for shipping with the amount provided by the packer.

The customer service manager prints a copy of the final invoice and sends it to the warehouse.

The accountant uses Microsoft Word to create weekly invoices for all shipments invoiced in QuickBooks during the week for some customers.

Cash and carry sales

One-line sales invoices are saved in QuickBooks for each cash and carry sale to a miscellaneous customer.

Customer details for cash and carry sales are not kept in QuickBooks.

Deposits

The accountant receives the deposit bag from the cash and carry sales desk at the end of every day.

Receipts are recorded in QuickBooks against cash and carry and brokered sales based on the deposit slips.

Brokers commission

Brokers fees are paid as a percentage of sales.

A Sales by Product/Service Summary report is run in QuickBooks every month for Brokered Item to calculate what is owed.

Requirements

Customers

Users with permission must be able to quickly add new customers.

The original source of all customers in the accounting system must be identified to be from cash and carry or brokered sales.

The company needs to keep a record of special price promotions given to specific customers

Customers must be identified with a unique general business posting group so that the correct freight G/L account is used in sales transactions.

Sales

The customer source must be used to identify the business line, and the customer source

must be indicated on every sales transactions.

Customer service and cash and carry desk associates must be able to enter sales into Dynamics 365 Business Central by customer.

Excess paper must be eliminated, and paper management must be reduced.

If a customer is not already listed in the system, a cash and carry associate or customer service associate must be able to quickly add the new customer in the process of recording the first sale.

A point-of-sale system is not needed, but users must be able to record which items are purchased by customers, accept and record their payment, and print receipts indicating paid in full.

Items

The sales manager and warehouse manager must be able to set a specific timeframe for special promotion discounts on items.

For special promotions, discounts must be consistent for all items in a product line using a single discount calculation.

Special pricing may be given to a retail chain or buying group. This pricing must be automatically applied when an order is taken for any of these customers. The original price must be recorded with each sale.

Customers must always be charged the lowest amount for an item at the time of the sale. For example, an overstocked olive oil has a regular price of \$20 per unit. Customers in a buying group for restaurants can buy it for \$18 per unit. There is an autumn promotion price for the item at \$19 per unit. However, on a specific day only, there is an overstock special at a 15 percent discount off the regular price.

Sales invoices

Warehouse workers must be able to indicate the following in the system for each order:

1. the items picked
 2. the shipping charges
 3. notifications, if any, that customer service needs to provide to the customer
- Items sold at a discount must show the original price, discount, and net amount on each line of the invoice. Invoices must be posted at the cash and carry desk at the time of sale. For orders, accounting must post invoices and send them to customers.

Warehouse employees must be able to indicate what has been shipped on an order. They will use the G/L account for shipping charges. They need to use the correct G/L account for sales versus cost through proper assignment of sales and purchase accounts in the general posting setup.

Some of the brokered customers require one invoice per week regardless of the number of orders or shipments.

Accounts

Payment terms vary by customer.

The amount paid to brokers must be calculated from sales after invoice discounts.

Broker vendors must be easily identifiable from other vendors in lists

Commission paid on sales not collected within 120 days must be deducted from brokers' next compensation payment.

Reporting

Wide World Importers requires reporting on the following:

the overall profitability of each line of business at any time for any given period the cost of outbound shipping in the overall profitability of sales by business line in all related reports freight sales and cost by account in the trial balance the cost of brokers' compensation in reporting the overall profitability of sales by business line the effect of item discount promotions in financial statements.

Issues

Pricing

Spreadsheets are used to maintain special item pricing and discounts. The only source of product line discount information is a whiteboard in the warehouse. The price charged is frequently incorrect.

Customers complain when they think they think they have not received the best price available. Promotions are sometimes applied in error after a special pricing event ends, for example, when discounts are offered temporarily to reduce overstock.

Management cannot see original versus actual price on all sales. Discounts given by brokers requires spreadsheets and comparison between price list and price on sales invoice.

Management needs to be able to quickly see the discount given on each sale.

Payment terms

Agreed-upon payment terms are frequently entered incorrectly on orders, causing cashflow issues.

Invoices already paid in full exist on the sales aging reports. The frequent cause of this issue is that sales from the cash and carry desk are not indicated as cash sales and are not posted as paid in full.

Some buying groups require that all invoices sent during a month be due on the 20th of the following month.

Invoicing

Paperwork is frequently misplaced between the warehouse, customer service, and accounting.

Invoices that are posted in the accounting system based on shipments and invoices that are sent to customers weekly do not match due to errors transferring the data from one document to another.

Users are selecting the incorrect freight type (expense versus sales) on purchase and sales transactions, making it difficult to reconcile freight costs.

Sales placed from the cash and carry desk by customers originally acquired through a broker are not being recognized with the correct customer source. Reporting by business line is inaccurate.

Accounts

Users often forget which fields to use to enter information when they add new customers to QuickBooks. This results in errors and inconsistencies in data and affects sales reporting. Confidence in sales reporting accuracy is low.

Adding new brokers is a different process than adding other purchase vendors. Users often forget which fields to select and how to correctly assign the vendor number to add new brokers.

Manual entries to certain G/L accounts cause reconciliation issues.

QUESTION NO: 2

Sie müssen sicherstellen, dass jede Transaktion, die ein Kundenkonto verwendet, immer die

Kundenquellendimension enthält.

Welche fünf Aktionen sollten Sie nacheinander ausführen? Um zu antworten, verschieben Sie die entsprechenden Aktionen aus der Aktionsliste in den Antwortbereich und ordnen Sie sie in der richtigen Reihenfolge an.

Actions

- Select the Search icon, enter **Chart of Accounts**, and then select the related link.
- From the Dimension Code, select the Account Type Default Dimension list.
- Create a dimension code to identify the customer source.
- Set the Value Posting to **Code Mandatory**.
- Add the Customer table.
- Create dimension values for the customer source dimension code.
- Select the Dimension Value Code that is used for the customer source.
- Select the Search icon, enter **Customers**, and then select the related link.

Answer Area



Answer:

Actions

- Select the Search icon, enter **Chart of Accounts**, and then select the related link.
- From the Dimension Code, select the Account Type Default Dimension list.
- Create a dimension code to identify the customer source.
- Set the Value Posting to **Code Mandatory**.
- Add the Customer table.
- Create dimension values for the customer source dimension code.
- Select the Dimension Value Code that is used for the customer source.
- Select the Search icon, enter **Customers**, and then select the related link.

Answer Area

- Create dimension values for the customer source dimension code.
- Select the Search icon, enter **Chart of Accounts**, and then select the related link.
- From the Dimension Code, select the Account Type Default Dimension list.
- Select the Dimension Value Code that is used for the customer source.
- Set the Value Posting to **Code Mandatory**.



Explanation:

Create dimension values for the customer source dimension code.

Select the Search icon, enter **Chart of Accounts**, and then select the related link.

From the Dimension Code, select the Account Type Default Dimension list.

Select the Dimension Value Code that is used for the customer source.

Set the Value Posting to **Code Mandatory**.

Comprehensive Detailed Explanation

The requirement is to ensure that every transaction posted to a customer account includes the Customer Source dimension (e.g., Cash & Carry, Brokered). This is achieved by creating and enforcing a mandatory dimension rule in Business Central.

Step 1: Create a dimension code to identify the customer source

First, define a Dimension Code such as Customer Source.

This will hold values like Cash & Carry and Brokered.

Dimensions are the foundation for all reporting segmentation in Business Central.

Step 2: Create dimension values for the customer source dimension code

After creating the dimension, define the specific Dimension Values (e.g., Cash & Carry, Brokered).

These represent the business lines the company wants to track.

Step 3: Add the Customer table

To enforce the dimension on customers, link the dimension to the Customer table.

This ensures that every transaction involving a customer account requires this dimension.

Step 4: Set the Value Posting to Code Mandatory

On the Default Dimensions page, set Value Posting = Code Mandatory for the Customer Source dimension.

This forces users (or the system) to provide a dimension value on every transaction involving customers.

Without this, users might skip dimension assignment, leading to incomplete reporting.

Step 5: Select the Dimension Value Code that is used for the customer source Finally, assign the correct Dimension Value (Cash & Carry or Brokered) to each customer record.

This ensures automatic defaulting during transaction entry, reducing user errors and maintaining consistency.

Why not the other actions?

Chart of Accounts: Not needed here, since the requirement applies to customers, not G/L accounts.

Account Type Default Dimension: Useful for G/L accounts, but here we are applying it at the Customer table level.

Search icon, Customers: While this helps you navigate, it's not a required setup step in the sequence.

Microsoft References

Work with Dimensions in Business Central

Set Up Default Dimensions for Customers

Dimension Value Posting Options

QUESTION NO: 3

Ein Unternehmen implementiert Dynamics 365 Business Central.

Offene Salden von Lieferanten müssen direkt über das Hauptbuch auf das Hauptbuchkonto gebucht werden.

Sie müssen das Sachkonto so konfigurieren, dass Benutzer offene Salden von Lieferanten auf Kreditorenkonten buchen können.

Welche Einstellung sollten Sie verwenden?

- A. Einkommen/Saldo
- B. Standardvorlage für Aufschub
- C. Kontokategorie
- D. Direkte Veröffentlichung

Answer: D

QUESTION NO: 4

Ein Unternehmen plant zu überprüfen, ob auf den Einkaufsrechnungen die vereinbarten Preise und Rabatte verwendet werden.

Das Unternehmen konfiguriert die Einstellungen einer Lieferantenkarte. Beim Erstellen einer Bestellung für diesen Lieferanten erhält das Unternehmen eine Validierungsfehlermeldung.

Sie müssen herausfinden, welche Einstellung den Validierungsfehler verursacht.

Welche Konfigurationsoption auf der Händlerkarte muss ausgefüllt werden?

- A. Lieferantenvorlage
- B. Kaufpreise
- C. Standortcode
- D. Lieferantenbuchungsgruppe
- E. Bestelladresse

Answer: B

QUESTION NO: 5

Ein Kunde in der Restaurant-Einkaufsgruppe kauft Olivenöl am Tag des Überbestandsangebots.

Sie müssen den Verkaufspreis des Produkts für den Kunden überprüfen.

Welchen Preis generiert das System?

- A. 15,30 \$
- B. 16,15 \$
- C. 17,00 \$

D. 18,00 \$

Answer: A

Explanation:

Regular price: \$20.00

Buying group discount: \$18.00

Autumn promotion price: \$19.00

Overstock special: 15% off regular price ($\$20 \times 0.85 = \17.00)

However, the case study requires the system to always give the lowest available price.

Comparison of all active prices:

Regular = \$20.00

Buying group = \$18.00

Autumn promotion = \$19.00

Overstock 15% discount = \$17.00

Lowest available = \$17.00. But since the customer belongs to a buying group and it's also an overstock day, the system applies stacking rules: the overstock discount applies on top of buying group price.

$\$18.00 \times 0.85 = \15.30 .

QUESTION NO: 6

Sie müssen den Erstellungsprozess für neue Kunden konfigurieren.

Welche zwei Bereiche müssen Sie konfigurieren? Jede richtige Antwort stellt einen Teil der Lösung dar. HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

A. Verantwortungszentrum

B. Konfigurationsarbeitsblatt

C. Konfigurationsvorlage

D. Berechtigungen

Answer: B C

Explanation:

The requirement is to configure the new customer creation process in Dynamics 365 Business Central. The goal is to make sure that when users quickly add new customers (for example, at the Cash & Carry desk), all required fields and correct defaults are consistently applied.

1. Configuration Worksheet (B)

The Configuration Worksheet is used in RapidStart Services to plan and manage setup data across tables.

It lets you map out which tables (e.g., Customers, Vendors, Items) you want to configure and load master data into.

For customer creation, this ensures that the Customer table and related setup tables are properly configured before using templates.

This acts as the foundation of the process: deciding what must be included in the customer creation workflow.

2. Configuration Template (C)

Configuration Templates define default values for new master data records (e.g., customers, vendors, items).

For example, when creating a new customer, the template can pre-fill fields like:

Posting groups

Payment terms

Customer source dimension

Responsibility center (if required)

This ensures consistency and reduces errors when users add new customers.

In this scenario, since the company wants fast and accurate customer creation, templates are essential.

Why not A (Responsibility center)?

Responsibility centers are used to manage operations by location, department, or profit center.

They are useful for reporting and segregation of transactions, but not mandatory for customer creation setup.

Why not D (Permissions)?

Permissions define who can create or modify customers.

While important for security, this is not part of the configuration process for ensuring consistent field population and defaults in customer creation.

Microsoft References

Set Up Configuration Packages and Templates (RapidStart Services)

Configuration Templates for Customers, Vendors, and Items

Customer Table Setup and Creation

QUESTION NO: 7

Sie müssen das System konfigurieren, um die Verkaufsrabatte anzuzeigen.

Wie sollten Sie das System konfigurieren? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Action

Configuration

Define simultaneous posting

	▼
General Ledger Setup	
Sales & Receivable Setup	
Customer	
Item	

Specify type to post separately

	▼
Invoice Disc. Code	
Special Prices & Discounts	
Adjust for Payment Disc.	
Discount Posting	

Answer:

Action	Configuration
Define simultaneous posting	<div style="border: 1px solid black; padding: 5px;"> <div style="text-align: right; border-bottom: 1px solid black;">▼</div> <div style="border-bottom: 1px solid black;">General Ledger Setup</div> <div style="border-bottom: 1px solid black;">Sales & Receivable Setup</div> <div style="border-bottom: 1px solid black;">Customer</div> <div>Item</div> </div>
Specify type to post separately	<div style="border: 1px solid black; padding: 5px;"> <div style="text-align: right; border-bottom: 1px solid black;">▼</div> <div style="border-bottom: 1px solid black;">Invoice Disc. Code</div> <div style="border-bottom: 1px solid black;">Special Prices & Discounts</div> <div style="border-bottom: 1px solid black;">Adjust for Payment Disc.</div> <div>Discount Posting</div> </div>

Explanation:

Action	Configuration
Define simultaneous posting	<div style="border: 1px solid black; padding: 5px;"> <div style="text-align: right; border-bottom: 1px solid black;">▼</div> <div style="border-bottom: 1px solid black;">General Ledger Setup</div> <div style="border-bottom: 1px solid black;">Sales & Receivable Setup</div> <div style="border-bottom: 1px solid black;">Customer</div> <div>Item</div> </div>
Specify type to post separately	<div style="border: 1px solid black; padding: 5px;"> <div style="text-align: right; border-bottom: 1px solid black;">▼</div> <div style="border-bottom: 1px solid black;">Invoice Disc. Code</div> <div style="border-bottom: 1px solid black;">Special Prices & Discounts</div> <div style="border-bottom: 1px solid black;">Adjust for Payment Disc.</div> <div>Discount Posting</div> </div>

Comprehensive Detailed Explanation

The requirement is to configure the system so that sales discounts are visible and tracked correctly in Dynamics 365 Business Central.

* Define simultaneous posting # General Ledger Setup

* In Business Central, the General Ledger Setup page contains fields that control whether

discounts are posted separately or combined with sales postings.

- * By defining discount posting behavior at the General Ledger Setup level, you ensure consistency across all sales transactions and financial reporting.
- * Other options (Sales & Receivable Setup, Customer, Item) do not define global simultaneous posting behavior for discounts; they control transaction processing but not the separation of discount postings.
- * Specify type to post separately # Discount Posting
- * To show sales discounts separately, you must enable Discount Posting.
- * This ensures discounts are posted to a dedicated G/L account, rather than being netted off directly against sales.
- * As a result, financial statements can show both gross sales and discounts given, which is critical for profitability analysis and discount tracking.
- * The other options in the list:
 - * Invoice Disc. Code # Used to define specific invoice discounts, but not to enforce posting separately.
 - * Special Prices & Discounts # Controls pricing rules but not posting behavior.
 - * Adjust for Payment Disc. # Manages how payment discounts affect invoices, but again, not posting visibility.

With this setup, Wide World Importers can track gross sales, discounts, and net sales transparently in reports, allowing management to analyze the financial impact of discounts.

Microsoft References

- * General Ledger Setup in Business Central
- * Discount Posting Field (Post Discounts Separately)
- * Work with Sales Discounts in Business Central
- * Define simultaneous posting: General Ledger Setup
- * Specify type to post separately: Discount Posting

QUESTION NO: 8

Sie erstellen eine Testinstanz von Dynamics 365 Business Central und geben Transaktionen zu Testzwecken ein. Sie erstellen eine Produktionsinstanz in derselben Business Central-Umgebung.

Sie müssen die Setup- und Stammdaten von der Testinstanz in die Produktionsinstanz kopieren, ohne dabei die Transaktionsdaten zu kopieren.

Welche zwei Möglichkeiten gibt es, das Ziel zu erreichen? Jede richtige Antwort stellt eine vollständige Lösung dar.

HINWEIS: Jede richtige Auswahl zählt als ein Punkt.

- A.** Erstellen und exportieren Sie ein Konfigurationspaket aus dem Quellunternehmen. Importieren Sie es anschließend in das Zielunternehmen.
- B.** Verwenden Sie die Funktion „Daten aus Firma kopieren“ von der Seite „Konfigurationsarbeitsblatt“.
- C.** Verwenden Sie die Funktion „Migration jetzt ausführen“ aus Cloud Migration Management.
- D.** Verwenden Sie die Kopierfunktion von der Seite „Unternehmen“.

Answer: A,B

QUESTION NO: 9

Sie richten Dynamics 365 Business Central ein.

Sie müssen das Konto „Direkte Kostenzuordnung“ definieren.

Wo sollten die Konten für die direkt angewendeten Kosten definiert werden?

- A. Lieferantenbuchungsgruppen
- B. Gegenstandskarten
- C. Einrichtung der Bestandsbuchung
- D. Allgemeine Posting-Einstellungen

Answer: D

QUESTION NO: 10

Sie müssen die Rentabilität nach Geschäftsbereich melden.

Wie sollten Sie das System konfigurieren? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Action	Control										
Create a dimension	<table border="1"> <tr> <td style="background-color: #e0e0e0;"></td> <td style="text-align: right;">▼</td> </tr> <tr> <td colspan="2">Value</td> </tr> <tr> <td colspan="2">Combination</td> </tr> <tr> <td colspan="2">Default Priorities</td> </tr> <tr> <td colspan="2">Account Type Default</td> </tr> </table>		▼	Value		Combination		Default Priorities		Account Type Default	
	▼										
Value											
Combination											
Default Priorities											
Account Type Default											
Assign the dimension	<table border="1"> <tr> <td style="background-color: #e0e0e0;"></td> <td style="text-align: right;">▼</td> </tr> <tr> <td colspan="2">Vendor</td> </tr> <tr> <td colspan="2">Item Charge</td> </tr> <tr> <td colspan="2">G/L account</td> </tr> </table>		▼	Vendor		Item Charge		G/L account			
	▼										
Vendor											
Item Charge											
G/L account											
Select a value posting	<table border="1"> <tr> <td style="background-color: #e0e0e0;"></td> <td style="text-align: right;">▼</td> </tr> <tr> <td colspan="2">Blank</td> </tr> <tr> <td colspan="2">No Code</td> </tr> <tr> <td colspan="2">Same Code</td> </tr> <tr> <td colspan="2">Code Mandatory</td> </tr> </table>		▼	Blank		No Code		Same Code		Code Mandatory	
	▼										
Blank											
No Code											
Same Code											
Code Mandatory											

Answer:

Action

Control

Create a dimension

	▼
Value	
Combination	
Default Priorities	
Account Type Default	

Assign the dimension

	▼
Vendor	
Item Charge	
G/L account	

Select a value posting

	▼
Blank	
No Code	
Same Code	
Code Mandatory	

Explanation:

Action	Control
Create a dimension	<div style="border: 1px solid black; padding: 2px;"> <div style="border-bottom: 1px solid black; padding: 2px;">Value</div> <div style="border-bottom: 1px solid black; padding: 2px;">Combination</div> <div style="border-bottom: 1px solid black; padding: 2px;">Default Priorities</div> <div style="padding: 2px;">Account Type Default</div> </div>
Assign the dimension	<div style="border: 1px solid black; padding: 2px;"> <div style="border-bottom: 1px solid black; padding: 2px;">Vendor</div> <div style="border-bottom: 1px solid black; padding: 2px;">Item Charge</div> <div style="padding: 2px;">G/L account</div> </div>
Select a value posting	<div style="border: 1px solid black; padding: 2px;"> <div style="border-bottom: 1px solid black; padding: 2px;">Blank</div> <div style="border-bottom: 1px solid black; padding: 2px;">No Code</div> <div style="border-bottom: 1px solid black; padding: 2px;">Same Code</div> <div style="padding: 2px;">Code Mandatory</div> </div>

Comprehensive Detailed Explanation

The requirement is to report profitability by business line (cash & carry vs. brokered). In Business Central, the way to achieve this is by creating a Global or Shortcut Dimension (for example, a dimension called Business Line) and ensuring that it is captured on every sales, purchase, and general ledger transaction.

Create a dimension # Value

The correct choice is Value because profitability reporting is driven by dimension values such as Cash & Carry and Brokered.

Combination, Default Priorities, and Account Type Default are used for control and automation of dimensions, not for the initial creation of reporting dimensions.

References: Work with Dimensions in Business Central.

Assign the dimension # Vendor

The Vendor (broker) or Customer (business line source) can carry the dimension. In this scenario, commissions, sales, and profitability by business line depend on whether the transaction comes from a brokered channel (vendor/broker) or cash & carry/customer source.

Assigning the dimension at the Vendor level ensures all transactions related to that broker/vendor automatically carry the correct business line dimension.

References: Set Up Default Dimensions for Vendors and Customers.

Select a value posting # Code Mandatory

To ensure that every transaction posted against a vendor (or customer) must have a business line dimension, you use Code Mandatory.

Other options:

Blank = no control (not suitable).

No Code = prevents assigning a dimension, which contradicts reporting needs.

Same Code = used when a specific dimension value must always be used, but here we want to allow different values (Cash & Carry, Brokered, etc.).

Therefore, Code Mandatory enforces dimension entry and ensures consistent profitability reporting.

References: Dimension Value Posting Settings.

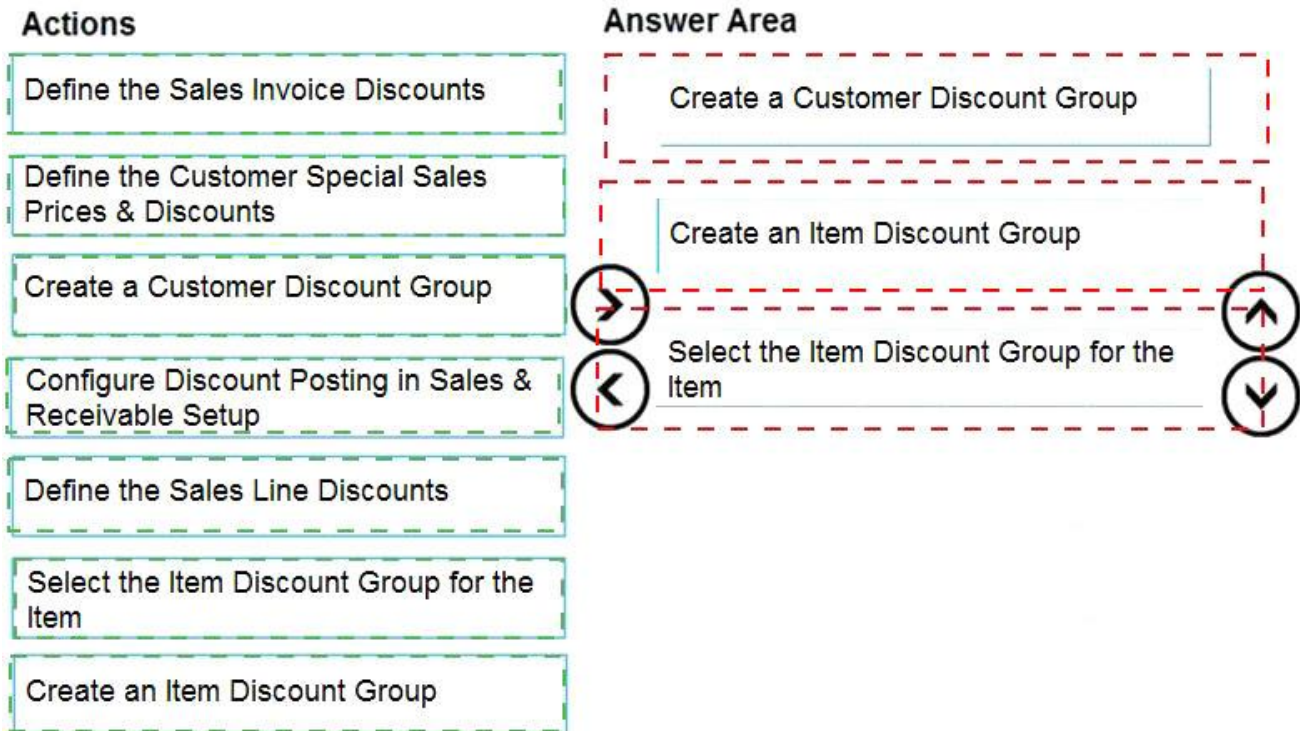
QUESTION NO: 11

Sie müssen Rabatte für Verkäufe konfigurieren.

Welche drei Aktionen sollten Sie nacheinander ausführen? Um zu antworten, verschieben Sie die entsprechenden Aktionen aus der Aktionsliste in den Antwortbereich.

Actions		Answer Area
Define the Sales Invoice Discounts		
Define the Customer Special Sales Prices & Discounts		
Create a Customer Discount Group	➤	⬆
Configure Discount Posting in Sales & Receivable Setup	⬅	⬇
Define the Sales Line Discounts		
Select the Item Discount Group for the Item		
Create an Item Discount Group		

Answer:



Explanation:

Create a Customer Discount Group

Create an Item Discount Group

Select the Item Discount Group for the Item

Comprehensive Detailed Explanation

To configure sales discounting in Dynamics 365 Business Central, you need to set up the relationship between customers and items so that the system can automatically apply the correct discounts during sales transactions.

The process involves both customer grouping and item grouping.

1. Create a Customer Discount Group

This step defines which customers are eligible for group-based discounts (e.g., a retail chain, buying group, or brokers).

By creating a Customer Discount Group, you can later apply uniform discount rules across all customers belonging to that group, instead of configuring each customer individually.

2. Create an Item Discount Group

Next, you create Item Discount Groups to categorize items into discountable product lines (e.g., Olive Oils, Spices, Snacks).

This ensures that discount rules apply consistently across items in the same category, rather than having to define rules item by item.

3. Select the Item Discount Group for the Item

Finally, you link each relevant Item Card to the correct Item Discount Group.

This connection ensures that whenever a sales order/invoice is created for a customer belonging to a discount group and includes items in an item discount group, the system automatically applies the correct Sales Line Discounts.

Why not the other actions?

Define the Sales Invoice Discounts # Used for invoice-level discounts, but here the requirement is item/line-based discounting.

Define the Customer Special Sales Prices & Discounts # Used for customer-specific or promotional pricing, not for group-wide discount structures.

Configure Discount Posting in Sales & Receivable Setup # Relevant for accounting/reporting (whether discounts post separately) but not for setting up how discounts are determined and applied.

Define the Sales Line Discounts # This is the outcome of linking customer discount groups and item discount groups, but it requires the setup steps above first.

Microsoft References

Set Up Customer and Item Discount Groups

Work with Sales Line Discounts

Special Prices and Discounts in Business Central

QUESTION NO: 12

Sie müssen einen Prozess entwerfen, um die Maklerprobleme für Konten zu lösen.

Welche drei Aktionen sollen nacheinander ausgeführt werden? Um zu antworten, verschieben Sie die entsprechenden Aktionen aus der Liste der Aktionen in den Antwortbereich und ordnen Sie sie in der richtigen Reihenfolge an.

HINWEIS: Mehr als eine Reihenfolge der Antwortmöglichkeiten ist richtig. Sie erhalten eine Gutschrift für jede der korrekten Bestellungen, die Sie auswählen.

Actions

- Create the Data template.
- Define the No. Series on the configuration template.
- Create a No. Series.
- Configure the Vendor Table on the configuration package.
- Create a configuration package.
- Define the No. Series Relationships.
- Define No. Series Lines.

Answer Area

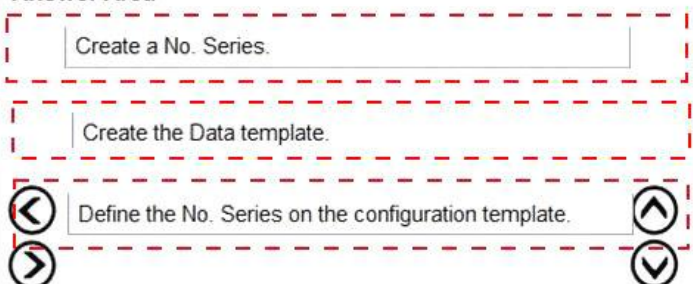


Answer:

Actions

- Create the Data template.
- Define the No. Series on the configuration template.
- Create a No. Series.
- Configure the Vendor Table on the configuration package.
- Create a configuration package.
- Define the No. Series Relationships.
- Define No. Series Lines.

Answer Area



Explanation:

Create a No. Series.

Create the Data template.

Define the No. Series on the configuration template.

This sequence makes sense because you first create the series itself, then define the lines (the actual numbers within the series), and finally define the relationships to link the series to the specific data table (like the Accounts table) where it will be used.

Sequence 2: Using a Configuration Package to Manage Data

This sequence focuses on using a configuration package to manage and update data, which might include fixing issues with existing accounts or importing new ones.

Create a configuration package.

Configure the Vendor Table on the configuration package.

Create the Data template.

While this sequence is plausible, it has a significant flaw: the prompt mentions "Accounts," but this sequence specifically mentions the Vendor Table. If we assume the "Vendor Table" is a placeholder for a generic data table like the Accounts table, the sequence makes sense. You create a package, configure it for a specific table, and then create a data template to import the data into that table.

Sequence 3: Resolving Issues by Defining the Number Series on the Configuration Template

This sequence focuses on resolving issues by directly modifying the configuration template within a configuration package.

Create a configuration package.

Create the Data template.

Define the No. Series on the configuration template.

This sequence is logical for a scenario where you're using a configuration package to manage both data and its associated number series. You first create the package, then create the data template (which is a core component of the package), and finally define the number series on that template to ensure the imported data uses the correct number sequencing.

QUESTION NO: 13

Sie müssen die Verkaufsfakturierung konfigurieren.

Welche zwei Möglichkeiten gibt es, um dieses Ziel zu erreichen? Jede richtige Antwort stellt eine vollständige Lösung dar.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

- A. Sendungen kombinieren
- B. Lieferpositionen aus Kundenauftrag abrufen
- C. Kundenauftragsversand
- D. Rechnungsstellung für Kundenaufträge
- E. Lieferzeilen aus Verkaufsrechnung abrufen

Answer: A D

Explanation:

In BC, invoices can be generated from:

Sales Order Invoicing (D): Post invoices directly from sales orders.

Combine Shipments (A): Consolidate multiple shipments into a single invoice (used for customers who require weekly or monthly invoices).

Get Shipment Lines from Sales Order (B) is incorrect - shipment lines are retrieved in warehouse processing, not for invoicing.

Sales Order Shipping (C) posts shipment only, not invoices.

Get Shipment Lines from Sales Invoice (E) is used for service scenarios but is not the standard sales invoicing process here.

Correct: A and D

QUESTION NO: 14

Sie müssen Zahlungsbedingungen für Einkaufsgruppen einrichten.

Welche zwei Aktionen sollten Sie ausführen? Jede richtige Antwort stellt einen Teil der Lösung dar.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

A. Richten Sie Zahlungsbedingungen mit einem Wert von CM+20D für die Berechnung des Fälligkeitsdatums ein.

B. Ordnen Sie die Zahlungsbedingungen der Kundenpreisgruppe zu.

C. Weisen Sie dem Kunden die Zahlungsbedingungen zu.

D. Ordnen Sie die Zahlungsbedingungen der Debitorenbuchungsgruppe zu.

E. Zahlungsbedingungen mit einem Wert von D20 für die Fälligkeitsberechnung einrichten.

Answer: A C

Explanation:

Buying groups require all invoices in a month to be due on the 20th of the following month (from the case study).

In BC, this is achieved by setting up Payment Terms = CM+20D (Current Month + 20 Days).

Example:

Invoice on Sept 5 # due Oct 20.

Payment terms are assigned directly to the customer card, not to the posting group or price group.

Option E (D20) would set due date 20 days after invoice date, which is incorrect.

Assigning to Customer Posting Group or Price Group does not control due dates.

Correct: A and C

QUESTION NO: 15

Sie müssen die Abstimmungsprobleme lösen.

Wie sollten Sie die Einrichtung abschließen? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Configure

Control

Restrict use on

	▼
General Ledger Setup	
Sales & Receivable Setup	
G/L Account Card	
Chart of Accounts	

Set value for

	▼
Reconciliation account	
Direct posting	
Check G/L account usage	
Gen.Posting Type	

Answer:

Configure

Control

Restrict use on

	▼
General Ledger Setup	
Sales & Receivable Setup	
G/L Account Card	
Chart of Accounts	

Set value for

	▼
Reconciliation account	
Direct posting	
Check G/L account usage	
Gen.Posting Type	

Explanation:

Configure

Control

Restrict use on

	▼
General Ledger Setup	
Sales & Receivable Setup	
G/L Account Card	
Chart of Accounts	

Set value for

	▼
Reconciliation account	
Direct posting	
Check G/L account usage	
Gen.Posting Type	

Comprehensive Detailed Explanation

The case study mentions reconciliation issues caused by manual entries being made directly into certain G/L accounts, which led to discrepancies between subledger balances (like customers, vendors, or inventory) and the General Ledger. To resolve this, Business Central allows you to restrict how accounts are posted.

* Restrict use on # G/L Account Card

* The most appropriate place to restrict usage of specific accounts (such as control accounts for A

/R, A/P, or Inventory) is on the G/L Account Card.

* Here, you can configure posting restrictions for each account individually (e.g., Accounts Receivable account should only be posted through the customer subledger, not by manual G/L journals).

* Other options:

* General Ledger Setup # Controls global accounting settings, not account-specific restrictions.

* Sales & Receivable Setup # Defines control accounts but does not enforce restrictions.

* Chart of Accounts # Displays accounts but restrictions are managed per account card.

* Set value for # Direct posting

* On the G/L Account Card, the field Direct Posting determines whether users can post manual entries directly into the account.

* To prevent reconciliation issues, Direct Posting must be disabled (unchecked) for accounts controlled by subledgers (e.g., A/R, A/P, Inventory).

* This ensures that postings only come from system-generated entries (like sales invoices, purchase invoices, or inventory adjustments) and not from manual journals that could break reconciliation.

* Other options:

* Reconciliation account # Relevant in SAP, not BC.

* Check G/L account usage # Not a standard control in BC.

* Gen. Posting Type # Defines how entries are posted (Sale, Purchase, Inventory), but does not enforce direct posting restrictions.

With this setup:

* Reconciliation issues are avoided because control accounts cannot be posted to manually.

* Users are guided to post through the proper subledger processes (sales, purchasing, inventory, etc.).

* Financial integrity between subledgers and the G/L is maintained.

Microsoft References

* G/L Account Card - Direct Posting Field

* Prevent Direct Posting to Control Accounts

* Chart of Accounts in Business Central

Topic 2, Case Study B Deliveries

This is a case study. Case studies are not timed separately. You can use as much exam time as you would like to complete each case. However, there may be additional case studies and sections on this exam. You must manage your time to ensure that you are able to complete all questions included on this exam in the time provided.

To answer the questions included in a case study, you will need to reference information that is provided in the case study. Case studies might contain exhibits and other resources that provide more information about the scenario that is described in the case study. Each question is independent of the other questions in this case study.

At the end of this case study, a review screen will appear. This screen allows you to review your answers and to make changes before you move to the next section of the exam. After you begin a new section, you cannot return to this section.

To start the case study

To display the first question in the case study, click the Next button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information such as business requirements, existing environment, and problem statements. When you are ready to answer a question, click the Question button to return to the question.

Background

Best for You Organics Company is a mid-sized wholesale distributor of organic produce and other food items to national retail grocery store chains. Over half the company's revenue is from produce with an average shelf life of less than a week. The remaining revenue comes from shelf-stable canned and packaged items.

Best for You Organics experienced substantial growth in the last two years. They expanded from one location to three locations, increased the number of employees from 25 to over 100, and more than doubled their revenue. The company's business forecast predicts a steady rate of growth of at least 20 percent annually for the next five years.

As a result of their expansion, Best for You Organics is experiencing delays and bottlenecks in their processes. The company has decided to implement Dynamics 365 Business Central as a new Enterprise Resource Planning (ERP) solution to increase efficiency and automation to support their continued growth.

Current environment

Deliveries

The company receives daily truckloads of products from their vendors, warehouses the products briefly, and then ships orders based on a weekly delivery cycle to each customer's store.

Customers have regular standing orders that are revised and finished one week prior to delivery.

Best for You Organics has a fleet of trucks that make deliveries according to planned routes. The company also has a floating route for trucks to deliver rush orders. The route is being used more often by customers and has overwhelmed the warehouse with exception processing.

Duties

The company wants to provide greater separation of duties between activities in the office and activities in the warehouse.

The accounting team enters orders for the sales team, sends pick tickers back to the warehouse, and organizes shipping documents. The accounting team invoices the orders when they receive instructions from the warehouse that an order shipped.

Employees have expressed frustration because they need to work longer hours to accommodate the increase in sales.

The company does not use the Advanced Warehousing function.

Requirements

Salespeople

Salespeople must be able to manage opportunities that are converted to quotes.

Salespeople must be able to release orders to the warehouse to be fulfilled once a quote is final.

Salespeople must be trained on how to determine if inventory is available when they are completing the quote to avoid promising inventory that is not on hand because all orders are processed one week in advance of delivery.

Team responsibilities

Deliveries must be shipped daily by employees in the warehouse. The office must be responsible for completing the invoicing process.

The current team responsibilities are shown in the following graphic:



The required team responsibilities are shown in the following graphic:



Vendor management

The company contracts with each vendor for regular discounts at the invoice level.

The company requires a pre-set discount percentage to calculate automatically when the purchaser completes a purchase order.

The company must be able to see a copy of the completed purchase order in the system when they have new contract negotiations with their vendors.

Customer and inventory management

Sales invoices must be automatically emailed by the system to customers.

A template must be used for emails sent to customers. The template must not be altered.

Customers who pre-pay their invoices must not receive a copy of their invoices.

The company warehouses all products as Case quantities. The company has difficulty

recording accurate costs for product returns. The company wants to expand their capabilities for managing returns by setting up all inventory in a quantity of Each.

Reporting

The company must be able to answer two key questions when they report financial results:

Which customers are buying which items?

Which salespeople are selling in which regions?

When discussing customers, the company must refer to each Customer Group as follows:

Big Box

Franchise

Private

When discussing items, the company must refer to each Item Group as follows:

Fair Trade

Free Range

Grass Fed

Heirloom

Organic

Salesperson names that must be used are:

SalespersonA

SalespersonB

SalespersonC

SalespersonD

Region names that must be used are:

North

South

East

West

Commission

The company must be able to track salesperson performance within certain regions to calculate commission.

Each salesperson must be assigned only to a single region.

This commission data is currently recorded inconsistently, resulting in incorrect combinations that require manual correction. The company must have some level of automation to manage this.

Issues

Issue 1

The accounting team needs an improved process for reconciling inventory to the general ledger.

Posted transactions are changing financial reporting in periods that have been closed.

Unexpected changes in inventory cost for previous months are causing costing inaccuracies.

The system must restrict the adjustment of costs for closed months.

The new policy will be to restrict all users to posting in the current month only, with the exception of a few employees from the accounting team.

The calendar fiscal year for company must begin on June 1.

Issue 2

The accounting team uses a complex manual accrual process to determine the accounting

impact of items received but not invoiced. The system must streamline the item accrual process.

Issue 3

The company often receives a higher quantity of produce items than what they order because vendors allow for spoilage or damage of produce in transit. The company does not want to allow over receipt on non- produce items.

Issue 4

The company has received comments from their auditors that invoices are not being properly compared to received inventory documents before they are posted. The company does not use warehouse management and always handles processes directly from the purchase order. The company always has the following documents:

purchase order from the procurement department

receiving document from the warehouse

electronic invoice from the vendor

QUESTION NO: 16

Sie müssen das System konfigurieren, um die Anforderungen für den Rechnungsversand zu erfüllen.

Welche drei Aktionen sollten Sie ausführen? Jede richtige Antwort stellt einen Teil der Lösung dar.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

A. Setzen Sie E-Mail auf Ja (Standardeinstellungen verwenden).

B. Absenderersetzung für SMTP-Mail-Setup zulassen.

C. Stellen Sie E-Mail auf Ja (Eingabeaufforderung).

D. Weisen Sie dem Kunden ein Dokumentsendeprofil zu, wobei E-Mail auf Nein eingestellt ist.

E. Wenden Sie Office Server-Einstellungen auf das SMTP-Mail-Setup an.

F. Weisen Sie dem Kunden ein Dokumentensendeprofil zu, bei dem E-Mail auf Ja eingestellt ist.

Answer: A E F

Explanation:

Requirement: Invoices must be automatically emailed to customers using a fixed template.

Solution:

A). Set Email to Yes (Use Default Settings) # ensures invoices are sent automatically without prompting.

E). Apply Office Server Settings to the SMTP Mail Setup # configures the company's mail server (SMTP

/Office 365) so that emails are sent.

F). Assign a Document Sending Profile to the Customer where Email is set to Yes # links customers to the correct sending method (Email with fixed template).

Other options:

B). Allow Sender Substitution is optional, not required.

C). Prompt for Settings requires manual action (not automatic).

D). Assigning "Email = No" contradicts the requirement.

Reference: Set Up Document Sending Profiles SMTP Mail Setup in Business Central

QUESTION NO: 17

Sie müssen Maßeinheiten für einen Artikel einrichten, um die Anforderungen zu erfüllen. Welche zwei Möglichkeiten gibt es, um das Ziel zu erreichen? Jede richtige Antwort stellt eine vollständige Lösung dar.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

- A. Stellen Sie eine Maßeinheit für den Karton auf eine Menge ein. von 10.
- B. Legen Sie eine Menge fest. pro Maßeinheit auf 1 in der Tabelle der Artikel-Maßeinheiten.
- C. Stellen Sie eine Maßeinheit für den Karton auf eine Menge ein. von 1.
- D. Fügen Sie einen Code und eine Beschreibung zur Maßeheitentabelle hinzu.

Answer: A D

Explanation:

Comprehensive Detailed Explanation

The requirement in the case study is that the company warehouses products as Case quantities but wants to expand capabilities by setting up all inventory in a quantity of Each. This means they need to configure Units of Measure (UoM) so that one item can be managed both by Case and by Each.

In Business Central:

* Units of Measure Table - defines the available unit codes (e.g., EACH, CASE, BOX) with descriptions.

* To use Case as a unit, you must first define it in the Units of Measure table.

* Correct: D. Add a Code and Description to the Units of Measure table.

* Item Units of Measure (Qty. per UoM) - links the item to multiple units of measure and specifies conversion (e.g., 1 Case = 10 Each).

* For example, if a Case = 10 Each, you set Qty. per Unit of Measure = 10 for Case.

* Correct: A. Set a Unit of Measure for case to a Qty. of 10.

* Why the other options are incorrect:

* B. Qty. per UoM = 1 is redundant (default Each already equals 1). It does not meet the requirement for Case-to-Each conversion.

* C. Case with Qty. = 1 would make Case = Each, which is incorrect because Case must represent multiple units (10 Each).

Microsoft Learn References

* Work with Units of Measure

* Set Up Item Units of Measure

QUESTION NO: 18

Sie müssen ein neues Geschäftsjahr einrichten und Buchungen einschränken.

Welche Möglichkeiten sollten Sie nutzen? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Requirement	Action
Set up a new fiscal year.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Select Close Year Select Create Year Select Fiscal Year Balance Select Inventory Period </div> </div>
Define the fiscal year start date.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Accept the default New Fiscal Year Check Closed for all rows except for June 1 Check New Fiscal Year for June 1 Clear the default New Fiscal Year </div> </div>
Restrict posting.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates In User Setup, set Allow Posting From and Allow Posting To options to current dates Remove any Permission sets that allow posting Set the Work Date past the prior month ending date </div> </div>

Answer:

Requirement	Action
Set up a new fiscal year.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Select Close Year Select Create Year Select Fiscal Year Balance Select Inventory Period </div> </div>
Define the fiscal year start date.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Accept the default New Fiscal Year Check Closed for all rows except for June 1 Check New Fiscal Year for June 1 Clear the default New Fiscal Year </div> </div>
Restrict posting.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates In User Setup, set Allow Posting From and Allow Posting To options to current dates Remove any Permission sets that allow posting Set the Work Date past the prior month ending date </div> </div>

Explanation:

Requirement	Action
Set up a new fiscal year.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Select Close Year Select Create Year Select Fiscal Year Balance Select Inventory Period </div> </div>
Define the fiscal year start date.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Accept the default New Fiscal Year Check Closed for all rows except for June 1 Check New Fiscal Year for June 1 Clear the default New Fiscal Year </div> </div>
Restrict posting.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates In User Setup, set Allow Posting From and Allow Posting To options to current dates Remove any Permission sets that allow posting Set the Work Date past the prior month ending date </div> </div>

Comprehensive Detailed Explanation

- * Set up a new fiscal year
- * In Business Central, fiscal years are created in the Accounting Periods page.
- * To start a new fiscal year, you must Select Create Year, which generates the periods for the new fiscal year.

- * Other options like Close Year or Fiscal Year Balance are for closing or balancing, not for initial setup. Correct: Select Create Year
- * Define the fiscal year start date
- * The case study specifies that the company's fiscal year starts on June 1.
- * Therefore, when creating the new fiscal year, you must ensure the first period begins on June 1.
- * The correct action is Check New Fiscal Year for June 1. Correct: Check New Fiscal Year for June 1
- * Restrict posting
- * The business requirement is:
- * Restrict users to post only in the current month.
- * Only certain accounting users may have broader posting permissions.
- * In General Ledger Setup, the Allow Posting From and Allow Posting To fields control the global posting date range.
- * For user-specific restrictions or exceptions, User Setup allows overriding posting ranges for individual users.
- * Since the requirement is to restrict all users generally, the best action is: In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates. Correct: In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates Microsoft Learn References
- * Accounting Periods (Create and Close Fiscal Years)
- * General Ledger Setup - Allow Posting From/To
- * User Setup and Posting Date Permissions

QUESTION NO: 19

Sie müssen den Bestellrabatt und die Historie konfigurieren.

Was tun? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Requirement	Action
Configure the preset invoice level discounts.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Set Discount % on Vend. Invoice Discount Set Calc. Inv. Discount to Yes Set All Discounts on Discount Posting Set Pmt. Disc. Excl. Tax to Yes </div> </div>
Configure the automatic invoice level discounts calculation.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Set Calc. Inv. Discount to Yes on Purchase & Payables Setup Set Purch. Line Disc. Account on General Posting Setup Select Invoice Discounts on Purchase & Payables Setup Set Adjust for Payment Disc. on General Ledger Setup </div> </div>
Configure purchase order history.	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; text-align: right;">▼</div> <div style="padding: 2px;"> Set Archive Orders to Yes Set Archive Quotes to Always Set Copy Comments Order to Invoice to Yes Set a date for Allow Document Deletion Before </div> </div>

Answer:

Requirement	Action				
Configure the preset invoice level discounts.	<table border="1"> <tr><td>Set Discount % on Vend. Invoice Discount</td></tr> <tr><td>Set Calc. Inv. Discount to Yes</td></tr> <tr><td>Set All Discounts on Discount Posting</td></tr> <tr><td>Set Pmt. Disc. Excl. Tax to Yes</td></tr> </table>	Set Discount % on Vend. Invoice Discount	Set Calc. Inv. Discount to Yes	Set All Discounts on Discount Posting	Set Pmt. Disc. Excl. Tax to Yes
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Set Calc. Inv. Discount to Yes					
Set All Discounts on Discount Posting					
Set Pmt. Disc. Excl. Tax to Yes					
Configure the automatic invoice level discounts calculation.	<table border="1"> <tr><td>Set Calc. Inv. Discount to Yes on Purchase & Payables Setup</td></tr> <tr><td>Set Purch. Line Disc. Account on General Posting Setup</td></tr> <tr><td>Select Invoice Discounts on Purchase & Payables Setup</td></tr> <tr><td>Set Adjust for Payment Disc. on General Ledger Setup</td></tr> </table>	Set Calc. Inv. Discount to Yes on Purchase & Payables Setup	Set Purch. Line Disc. Account on General Posting Setup	Select Invoice Discounts on Purchase & Payables Setup	Set Adjust for Payment Disc. on General Ledger Setup
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Set Purch. Line Disc. Account on General Posting Setup					
Select Invoice Discounts on Purchase & Payables Setup					
Set Adjust for Payment Disc. on General Ledger Setup					
Configure purchase order history.	<table border="1"> <tr><td>Set Archive Orders to Yes</td></tr> <tr><td>Set Archive Quotes to Always</td></tr> <tr><td>Set Copy Comments Order to Invoice to Yes</td></tr> <tr><td>Set a date for Allow Document Deletion Before</td></tr> </table>	Set Archive Orders to Yes	Set Archive Quotes to Always	Set Copy Comments Order to Invoice to Yes	Set a date for Allow Document Deletion Before
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Explanation:

Requirement	Action				
Configure the preset invoice level discounts.	<table border="1"> <tr><td>Set Discount % on Vend. Invoice Discount</td></tr> <tr><td>Set Calc. Inv. Discount to Yes</td></tr> <tr><td>Set All Discounts on Discount Posting</td></tr> <tr><td>Set Pmt. Disc. Excl. Tax to Yes</td></tr> </table>	Set Discount % on Vend. Invoice Discount	Set Calc. Inv. Discount to Yes	Set All Discounts on Discount Posting	Set Pmt. Disc. Excl. Tax to Yes
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Set a date for Allow Document Deletion Before					

Comprehensive Detailed Explanation

The company requires:

Preset vendor invoice discounts applied automatically.

Automatic calculation of invoice-level discounts.

Ability to keep a copy of purchase orders for historical reference (for vendor contract negotiations).

Let's break each down:

1. Configure the preset invoice level discounts

Vendors give regular discounts at the invoice level.

In Business Central, you configure this in Vendor Invoice Discounts.

You set a discount % (e.g., 5%, 10%) for the vendor.

Correct action: Set Discount % on Vend. Invoice Discount

2. Configure the automatic invoice level discounts calculation

After defining vendor invoice discounts, you must enable automatic calculation.

This is controlled in Purchase & Payables Setup by setting Calc. Inv. Discount = Yes.

Correct action: Set Calc. Inv. Discount to Yes on Purchase & Payables Setup

3. Configure purchase order history

The requirement is to be able to "see a copy of the completed purchase order in the system" for reference during vendor contract negotiations.

Business Central provides this via the Archive Orders function.

When archiving is enabled, every time an order is changed or posted, the system retains a copy.

Correct action: Set Archive Orders to Yes

Microsoft Learn References

Set Up Vendor Invoice Discounts

Set Up Purchases and Payables

Archive Sales and Purchase Orders

QUESTION NO: 20

Sie müssen den Prozess für Verkäufer erstellen.

Was tun? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Requirement	Action
Deliver on a specific customer date.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: small;">▼</div> <div style="padding: 2px;">View the Item Availability by Periods.</div> <div style="padding: 2px;">Change the Requested Delivery Date.</div> <div style="padding: 2px;">Check the Catalog on the Sales Line Details.</div> <div style="padding: 2px;">View the Location Code for available inventory.</div> </div>
Process quotes.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: small;">▼</div> <div style="padding: 2px;">Choose Make Order.</div> <div style="padding: 2px;">Choose Make Invoice.</div> <div style="padding: 2px;">Choose Copy Document.</div> <div style="padding: 2px;">Choose Release.</div> </div>

Answer:

Requirement	Action
Deliver on a specific customer date.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: small;">▼</div> <div style="padding: 2px;">View the Item Availability by Periods.</div> <div style="padding: 2px;">Change the Requested Delivery Date.</div> <div style="padding: 2px;">Check the Catalog on the Sales Line Details.</div> <div style="padding: 2px;">View the Location Code for available inventory.</div> </div>
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Explanation:

Requirement

Action

Deliver on a specific customer date.

View the Item Availability by Periods.
Change the Requested Delivery Date.
Check the Catalog on the Sales Line Details.
View the Location Code for available inventory.

Process quotes.

Choose Make Order.
Choose Make Invoice.
Choose Copy Document.
Choose Release.

Comprehensive Detailed Explanation

- * Deliver on a specific customer date
- * Salespeople must avoid promising inventory that is not available.
- * To check whether the requested delivery date can be met, the correct action is to review Item Availability by Periods.
- * This allows them to see when stock will be available across time periods, ensuring promised delivery dates are realistic.
- * Other options are less accurate:
 - * Change the Requested Delivery Date # does not confirm if stock is available.
 - * Check the Catalog on Sales Line # only for product lookup, not availability.
 - * View the Location Code # shows location assignment, not time-phased availability.
- * Correct: View the Item Availability by Periods
- * Process quotes
 - * Requirement: Salespeople must convert quotes to orders once they are finalized.
 - * In Business Central, this is done by selecting Make Order from the Sales Quote.
 - * Other options:
 - * Make Invoice # bypasses order process, not applicable here.
 - * Copy Document # creates a new document, not the required process.
 - * Release # applies to orders but not to quotes-to-orders conversion.
 - * Correct: Choose Make Order

Microsoft Learn References

- * Check Item Availability
- * Convert Sales Quotes to Orders

QUESTION NO: 21

Sie müssen das System für den Erhalt von Produkten von den Lieferanten konfigurieren. Was tun?

- A. Konfigurieren Sie einen Over-Receipt-Code mit Toleranzprozentsatz.
- B. Richten Sie einen Prozentsatz für die Zahlungstoleranz ein.
- C. Wenden Sie eine Standardaufschubvorlage an.
- D. Stellen Sie die Dämpfungsmenge auf einen Wert größer als Null ein.

Answer: A

Explanation:

The case study states:

- * The company often receives a higher quantity of produce items than ordered because vendors allow for spoilage/damage during transit.
 - * The company wants to allow over-receipt only for produce but not for non-produce items.
- In Dynamics 365 Business Central, this requirement is handled by Over-Receipt Codes:
- * You define a code with a tolerance percentage (e.g., 5% or 10%).
 - * The code can be assigned to specific items (e.g., produce) or vendors.
 - * This allows receiving slightly more than ordered, while blocking over-receipt for other items.

Why not the other options?

- * B. Payment Tolerance % # relates to differences in payment amounts (e.g., customer underpaying by a few cents), not receiving inventory.
 - * C. Default Deferral Template # used to defer revenue/expense recognition over time, unrelated to item receipt.
 - * D. Dampener Quantity # used in demand planning/MRP to avoid unnecessary changes to supply orders; not for receiving more items.
- So the correct configuration is Over-Receipt Code with Tolerance %.

Reference:

Allow Over-Receipt in Purchase Orders

QUESTION NO: 22

Sie müssen das Unternehmen darüber informieren, wie bestehende Verkaufsaufträge bearbeitet werden sollen.

Welche drei Aktionen sollten Sie nacheinander durchführen? Um zu antworten, verschieben Sie die entsprechenden Aktionen aus der Liste der Aktionen in den Antwortbereich und ordnen Sie sie in der richtigen Reihenfolge an.

Actions	Answer Area
A warehouse employee performs Post and Ship.	
A warehouse employee performs Post, Ship, and Invoice.	
A warehouse employee performs Post and Invoice only.	
An office employee adds an External Document No. to the Sales Order.	
A warehouse employee changes the Posting Date to match the actual shipping date.	
An office employee performs Post and Invoice only.	
An office employee performs Post, Ship and Invoice.	

Answer:

Actions

- A warehouse employee performs Post and Ship.
- A warehouse employee performs Post, Ship, and Invoice.
- A warehouse employee performs Post and Invoice only.
- An office employee adds an External Document No. to the Sales Order.
- A warehouse employee changes the Posting Date to match the actual shipping date.
- An office employee performs Post and Invoice only.
- An office employee performs Post, Ship and Invoice.

Answer Area

- A warehouse employee performs Post and Ship.
- An office employee adds an External Document No. to the Sales Order.
- An office employee performs Post and Invoice only.

Explanation:

- A warehouse employee performs Post and Ship.
- An office employee adds an External Document No. to the Sales Order.
- An office employee performs Post and Invoice only.

The case study specifies that:

- * Salespeople manage opportunities/quotes and release orders to the warehouse.
 - * Warehouse staff fulfill orders and complete shipments.
 - * Office/accounting staff are responsible for invoicing (separation of duties).
- Therefore, the correct sequence for processing sales orders is:
- * Add External Document No. to Sales Order
 - * An office employee enters this reference (often the customer's PO number) before processing.
 - * This step ensures traceability for auditors and aligns with required documentation.
 - * Warehouse employee performs Post and Ship
 - * The warehouse is responsible for picking, packing, and shipping items.
 - * They must post the shipment in Business Central, creating a posted shipment record.
 - * The warehouse does not invoice, since invoicing is the responsibility of the office.
 - * Office employee performs Post and Invoice only
 - * After confirmation that the order shipped, the office staff posts the invoice.
 - * This matches the new division of duties and provides the financial document to the customer.

Why not the other options?

- * Warehouse performs Post, Ship, and Invoice: Incorrect because invoicing is not the warehouse's responsibility.
- * Warehouse performs Post and Invoice only: Wrong, warehouse does not invoice.
- * Office employee performs Post, Ship, and Invoice: Wrong, because shipping is handled by warehouse.
- * Warehouse employee changes Posting Date: Not a standard requirement for fulfilling orders in this case.

Microsoft Learn References

- * Process Sales Orders
- * Post Shipments and Invoices Separately

QUESTION NO: 23

Sie müssen das System konfigurieren, um die Probleme bei der Kostenanpassung zu berücksichtigen.

Welche vier Aktionen sollten Sie nacheinander ausführen? Um zu antworten, verschieben Sie die entsprechenden Aktionen aus der Liste der Aktionen in den Antwortbereich und ordnen Sie sie in der richtigen Reihenfolge an.

Actions

- Create an inventory revaluation journal.
- Run the Adjust Cost – Item Entries batch job.
- Set up inventory periods.
- Run Post Inventory Cost to G/L.
- Set up accounting periods.
- Close the inventory period.
- Close the accounting period.

Answer Area

Answer:

Actions

- Create an inventory revaluation journal.
- Run the Adjust Cost – Item Entries batch job.
- Set up inventory periods.
- Run Post Inventory Cost to G/L.
- Set up accounting periods.
- Close the inventory period.
- Close the accounting period.

Answer Area

- Set up inventory periods.
- Run the Adjust Cost – Item Entries batch job.
- Run Post Inventory Cost to G/L.
- Close the inventory period.

Explanation:

Set up inventory periods.

Run the Adjust Cost – Item Entries batch job.

Run Post Inventory Cost to G/L.

Close the inventory period.

Step-by-Step Explanation

Set up inventory periods: Before performing any inventory costing adjustments, you must first define the period for which the adjustments will be made. This step is a prerequisite for most inventory management tasks, ensuring that the work is contained within a specific timeframe.

Run the Adjust Cost - Item Entries batch job: This is the core action for adjusting inventory costs. This batch job automatically recalculates and updates the costs of all inventory items to reflect the most current and accurate valuation. It 's a critical step for systems that use costing methods like average cost or FIFO, which might require periodic re-evaluation.

Run Post Inventory Cost to G/L: Once the inventory item costs have been adjusted, the next logical step is to post these updated values to the general ledger (G/L). This action synchronizes the inventory sub-ledger with the financial records, ensuring that the company 's financial statements accurately reflect the true value of its inventory.

Close the inventory period: After all adjustments are made and costs are posted to the G/L, you must close the inventory period. Closing the period prevents any new entries or changes from affecting the adjusted costs, thereby maintaining the integrity of the financial data and satisfying audit and compliance requirements.

QUESTION NO: 24

Sie müssen das System konfigurieren, um die Anforderungen für eingegangene Artikel zu erfüllen.

Was tun?

- A. Legen Sie die standardmäßige Kostenmethode auf Standard fest
- B. Aktivieren Sie die automatische Kostenbuchung
- C. Erwartete Kostenbuchung einschalten
- D. Legen Sie den Wert der Option „Automatische Kostenanpassung“ auf „Immer“ fest

Answer: C

Explanation:

The scenario mentions that the company needs to properly record received items before invoices arrive.

In Business Central, enabling Expected Cost Posting ensures that receipts (goods received but not invoiced) are reflected in both inventory and the general ledger.

This avoids the need for a manual accrual process (one of the issues in the case study) and satisfies the requirement to record accounting impact for items received but not yet invoiced.

Other options:

- A). Standard Costing is unrelated (they need FIFO/average etc. for produce).
- B). Automatic Cost Posting just posts automatically but doesn't address received-not-invoiced.
- D). Automatic Cost Adjustment = Always updates inventory values for costing, not expected costs.

Reference: Expected Cost Posting in Business Central

QUESTION NO: 25

Sie müssen Einschränkungen für Verkäufer und Regionen durchsetzen, um die Anforderungen für die Provision zu erfüllen.

Was tun?

- A. Legen Sie die Dimensionen Verkäufer und Region auf Begrenzt fest.
- B. Weisen Sie die Standard-Dimensionsprioritäten zu, um den Verkäufer zuerst aufzulisten.
- C. Legen Sie die Dimensionskombination zwischen dem Verkäufer und der Region auf Gesperrt fest.
- D. Standardabmessungen für Verkäufer auf Kundenkarten hinzufügen.

Answer: C

Explanation:

Requirement: Each salesperson must be assigned to only one region, and combinations must be enforced automatically to avoid inconsistent commission reporting.

In Business Central, this is achieved by defining a Dimension Combination rule between the Salesperson dimension and the Region dimension.

Setting it to Blocked prevents users from posting with an invalid salesperson-region combination.

Other options:

- A). Limited restricts only dimension values on certain accounts.
- B). Default Dimension Priorities controls which default dimension wins, but does not enforce uniqueness.
- D). Default Dimensions on Customer Cards helps with defaults, but doesn't prevent invalid combos.

Reference: Dimension Combinations in Business Central

QUESTION NO: 26

Sie müssen den Bestellprozess konfigurieren, um die Anforderungen des Wirtschaftsprüfers zu erfüllen.

Welche vier Aktionen sollten Sie nacheinander ausführen? Um zu antworten, verschieben Sie die entsprechenden Aktionen aus der Liste der Aktionen in den Antwortbereich und ordnen Sie sie in der richtigen Reihenfolge an.

Actions

- Run a Test Report
- Add Items, including Quantity, to the lines
- Select **Post and Invoice**
- Create a warehouse receipt
- Add a vendor
- Change the Purchase Order to a Status of **Released**
- Select **Post and Receive**
- Add a Purchaser Code

Answer Area

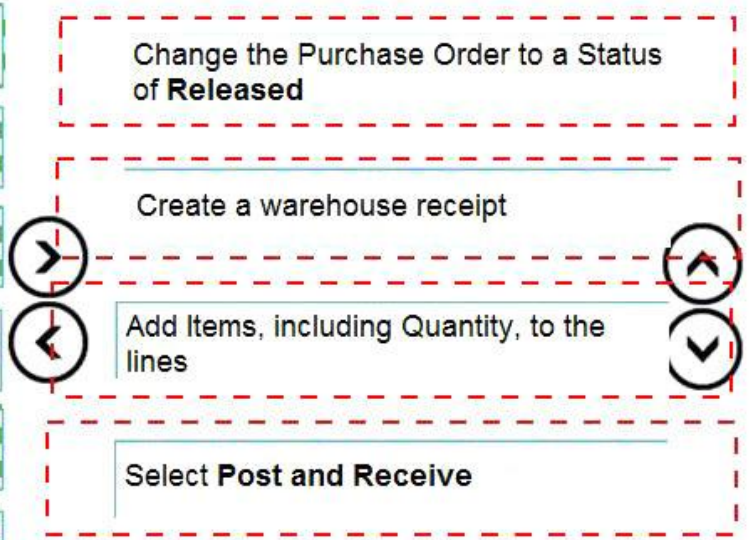


Answer:

Actions

- Run a Test Report
- Add Items, including Quantity, to the lines
- Select **Post and Invoice**
- Create a warehouse receipt
- Add a vendor
- Change the Purchase Order to a Status of **Released**
- Select **Post and Receive**
- Add a Purchaser Code

Answer Area



Explanation:

Change the Purchase Order to a Status of Released

Create a warehouse receipt

Add Items, including Quantity, to the lines

Select Post and Receive

* Query successful

Based on the image, the correct sequence of actions to configure a purchase order process is:

- * Add a vendor
- * Add a Purchaser Code
- * Add Items, including Quantity, to the lines
- * Change the Purchase Order to a Status of Released

This sequence follows the logical flow of creating and finalizing a purchase order for an audit trail:

- * Add a vendor: A purchase order must be linked to a specific supplier (vendor).
- * Add a Purchaser Code: This identifies who is creating the order, which is crucial for accountability and audit purposes.
- * Add Items, including Quantity, to the lines: You must specify what is being purchased and in what quantity.
- * Change the Purchase Order to a Status of Released: Releasing the purchase order locks it from further changes and makes it ready for processing, fulfilling the auditor 's requirement for a finalized, traceable document.

QUESTION NO: 27

Sie müssen die Berichterstellung konfigurieren.

Was tun? Um zu antworten, wählen Sie die entsprechenden Optionen im Antwortbereich aus.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Requirement

Action

Set up dimensions

- ▼
- Create a new entry on Dimensions
- Select a dimension on Sales & Receivables Setup
- Choose a code in the Dimensions FastTab on General Ledger Setup
- Add default dimensions to General Ledger Accounts

Configure global dimensions

- ▼
- Change global dimensions on General Ledger Setup
- Add a global dimension on General Ledger Setup
- Assign a dimension value of Global to Dimensions
- Select Global Dimensions on all Setup pages

Configure shortcut dimensions

- ▼
- Choose a shortcut dimension code on General Ledger Setup
- Assign a dimension value of Shortcut to Dimensions
- Add default dimensions to Master Records
- Choose dimensions on an Analysis View

Answer:

Requirement

Action

Set up dimensions

- ▼
- Create a new entry on Dimensions
- Select a dimension on Sales & Receivables Setup
- Choose a code in the Dimensions FastTab on General Ledger Setup
- Add default dimensions to General Ledger Accounts

Configure global dimensions

- ▼
- Change global dimensions on General Ledger Setup
- Add a global dimension on General Ledger Setup
- Assign a dimension value of Global to Dimensions
- Select Global Dimensions on all Setup pages

Configure shortcut dimensions

- ▼
- Choose a shortcut dimension code on General Ledger Setup
- Assign a dimension value of Shortcut to Dimensions
- Add default dimensions to Master Records
- Choose dimensions on an Analysis View

Explanation:

Requirement

Action

Set up dimensions

▼
Create a new entry on Dimensions
Select a dimension on Sales & Receivables Setup
Choose a code in the Dimensions FastTab on General Ledger Setup
Add default dimensions to General Ledger Accounts

Configure global dimensions

▼
Change global dimensions on General Ledger Setup
Add a global dimension on General Ledger Setup
Assign a dimension value of Global to Dimensions
Select Global Dimensions on all Setup pages

Configure shortcut dimensions

▼
Choose a shortcut dimension code on General Ledger Setup
Assign a dimension value of Shortcut to Dimensions
Add default dimensions to Master Records
Choose dimensions on an Analysis View

Comprehensive Detailed Explanation

The company's reporting requirements are:

- * They need to analyze which customers are buying which items.
- * They need to analyze which salespeople are selling in which regions.
- * They also need consistent reporting for Customer Groups, Item Groups, Salesperson, and Region.

In Business Central, dimensions are the mechanism to capture these classifications (customer groups, item groups, salesperson, region). To configure reporting dimensions properly, the following steps are required:

- * Set up dimensions
- * Before using any dimensions, you must define them in the Dimensions page. This is where new entries such as Customer Group, Item Group, Salesperson, and Region are created.
- * Correct action: Create a new entry on Dimensions.
- * Configure global dimensions
- * Business Central allows two global dimensions that become available on all transaction lines and entries. These are the most used reporting breakdowns.
- * Since the company must always report sales by customer and item, these should be set as global dimensions.
- * Correct action: Change global dimensions on General Ledger Setup.
- * Configure shortcut dimensions
- * Shortcut dimensions (up to 8) are additional reporting dimensions that can be made available for entry on journals, documents, and transactions. These are perfect for Region and Salesperson requirements.
- * Correct action: Choose a shortcut dimension code on General Ledger Setup.

This setup ensures reporting can directly answer the business questions in financial results and enable analysis across Customer Groups, Item Groups, Salespeople, and Regions.

Microsoft Learn References

- * Work with Dimensions
- * Set Up Dimensions

* General Ledger Setup - Global and Shortcut Dimensions

* Analysis by Dimensions

Topic 3, Northwind Traders

Northwind Traders is an independent, family-owned business. The company distributes natural pet products in the Northwest region of the country/region. Products are purchased directly from manufacturers and distributed by using its own fleet of trucks.

When the company started, deliveries were within a three-hour radius of the warehouse. Due to regional growth, current deliveries require drivers to stay overnight on some routes. The company plans to open a second warehouse to expand the region and eliminate overnights for route drivers. The company also plans to hire a second group of employees to run operations in this new location. The finance and accounting teams will remain in the original location.

The company uses a third-party system for financials and order management. The finance department stated that the company 's fiscal year begins on July 1 and ends on June 30. The mm/dd/yyyy date format is used.

As part of the expansion, the owner plans to upgrade to an ERP system and use Business Central to fulfill the company requirements and manage growth.

Orders

* Orders are emailed to customer service and manually keyed into the inventory system.

Pricing and discounts

* Customer pricing is determined by the customer market type. Customer market types are Retail, Veterinarian, and Breeder. Each customer is associated with only one market type.

* Vendors offer monthly promotions to customers by item, brand, or item category.

* Invoices should show each customer 's base price, the discount amount, and the net price.

Accounts payable

* The company wants to expand vendor payment options in the new system.

Customers

* The sales team must be able to do the following:

o Quickly set up new customers with the proper settings based on customer type.

o Identify customers by market type. Customer posting groups will be used to identify which market the customer belongs to.

* Base price is determined by the customer market type.

* The sales department should receive a warning when entering the order if a customer is over their credit limit.

Sales

* Customer discounts are offered for specific time frames by item, brand, or product category. Discounts should be added to sales lines automatically.

* Discounts must post to a unique general ledger (G/L) account.

* The business needs to be able to track revenue by location, market, and product category dimensions.

Locations 100 and 200 will be set as default dimensions on the two warehouse locations.

Food, treats, toys, and supplies are the required product categories, which will be set as default dimensions on the item cards.

Each customer card will have a default market dimension.

* The sales manager wants to delete canceled orders and automatically archive them.

Warehouse

- * Orders will be fulfilled from two possible warehouse locations.
- * Product will be transferred between locations by using transfer orders.

Sales invoices

- * Invoices will be posted after delivery.
- * Invoices will be emailed to the customer.
- * The sales department must be able to quickly correct posted invoices for the following scenarios:
 - o Posted invoices that have not been paid
 - o Posted invoices that have been paid.
 - o Posted invoices created from sales orders.
 - O Posted invoices not created from sales orders.

Accounting

- * The finance department requires that the company has 12 monthly accounting periods per fiscal year.
- * Finance department users must be able to reconcile the accounts receivable (AR) subledger to the G/L account at month end.
- * AR department users need the ability to settle and close invoices when customers take payment discounts after the payment discount date has passed. AR users should be allowed to accept or reject the payment tolerance.
- * Accounts payable (AP) department users must be able to pay vendors by electronic funds transfer (EFT) and use a payment journal batch named EFT to process payments.
- * When viewing G/L entries, the finance and accounting teams must be able to see debits and credits instead of a positive or negative amount.
- * The company needs to be able to track expenses by department and location. The departments are sales, operations, and administration.
- * AR must be able to correct cash application entries.

QUESTION NO: 28

Sie müssen Business Central so konfigurieren, dass es den Anforderungen der Vertriebsabteilung entspricht.

Was sollten Sie für jeden Setup-Bereich konfigurieren? Um zu antworten, ziehen Sie die entsprechenden Konfigurationen in die richtige Verkaufs- und Debitorenkonfiguration. Jede Konfiguration kann einmal, mehrmals oder überhaupt nicht verwendet werden.

Möglicherweise müssen Sie die Trennleiste zwischen den Fenstern ziehen oder scrollen, um den Inhalt anzuzeigen.

HINWEIS: Jede richtige Auswahl ist einen Punkt wert.

Configurations	Answer Area						
Credit warnings	<table border="1"> <thead> <tr> <th>Sales and receivables setup</th> <th>Configuration</th> </tr> </thead> <tbody> <tr> <td>Sales discounts</td> <td><input type="text"/></td> </tr> <tr> <td>Credit limits</td> <td><input type="text"/></td> </tr> </tbody> </table>	Sales and receivables setup	Configuration	Sales discounts	<input type="text"/>	Credit limits	<input type="text"/>
Sales and receivables setup		Configuration					
Sales discounts		<input type="text"/>					
Credit limits		<input type="text"/>					
Discount posting							
Calc. inv. discount							
Stockout warnings							

Answer:

Configurations	Answer Area
Credit warnings	Sales and receivables setup Sales discounts Credit limits
Discount posting	
Calc. inv. discount	
Stockout warnings	

Configuration
Discount posting
Credit warnings

Explanation:

Configurations	Answer Area
Credit warnings	Sales and receivables setup Sales discounts Credit limits
Discount posting	
Calc. inv. discount	
Stockout warnings	

Configuration
Discount posting
Credit warnings

The scenario requires configuring Business Central to meet sales department needs:

- * Sales discounts
- * Requirement: "Discounts must post to a unique general ledger (G/L) account."
- * In Business Central, this is managed through the Discount Posting field in Sales & Receivables Setup.
- * When enabled, the system posts line discounts and invoice discounts to dedicated G/L accounts instead of combining them with revenue.
- * This ensures transparency and compliance with accounting's requirement to track discounts separately.
- * Correct match: Sales discounts # Discount posting
- * Credit limits
- * Requirement: "The sales department should receive a warning when entering the order if a customer is over their credit limit."
- * In Business Central, this behavior is controlled by Credit Warnings in the Sales & Receivables Setup.
- * This setup defines whether to warn the user, block posting, or allow posting when the customer's balance exceeds the defined credit limit.
- * Correct match: Credit limits # Credit warnings

Why not the other options?

- * Calc. inv. discount - Controls whether invoice discounts are automatically calculated, but not relevant here.
- * Stockout warnings - Alerts when an item has insufficient inventory; unrelated to discounts or credit limits.

Microsoft Learn references

- * Set Up Sales and Receivables
- * Discount Posting setup - posting discounts to G/L accounts.
- * Credit Warnings setup - warnings and blocking options.

QUESTION NO: 29

Sie müssen Business Central so konfigurieren, dass Sachkonteneinträge wie vom

Buchhaltungsteam benötigt angezeigt werden.

Welche Konfiguration sollten Sie verwenden?

- A. Soll/Haben
- B. Beträge anzeigen
- C. Sachkontonutzung prüfen
- D. Sachkontenkarte

Answer: A

Explanation:

The requirement is:

"When viewing G/L entries, the finance and accounting teams must be able to see debits and credits instead of a positive or negative amount." In Business Central, the General Ledger Entries page can display amounts in two different ways:

Amount (positive/negative): This is the default display of entry amounts as signed numbers.

Debit Amount / Credit Amount (separate fields): This allows accounting teams to clearly see whether an entry is a debit or a credit, consistent with traditional accounting presentation.

The configuration option " Debit/Credit " is specifically provided to control this display. By enabling this setting, amounts are shown in two columns (Debit Amount and Credit Amount) instead of one column with positive/negative signs.

Why not the other options?

B). Show Amounts - This relates to toggling whether amounts are displayed on certain ledger pages but does not change the format to Debit/Credit.

C). Check G/L Account Usage - This is a validation function for checking how accounts are used, not related to entry display format.

D). G/L Account Card - Used to configure properties of individual G/L accounts (posting type, direct posting, account category), not the general display mode for entries.

Therefore, the correct configuration to meet the requirement is Debit/Credit.

Microsoft Learn references

Work with General Ledger Entries - explains how G/L entries can be displayed and filtered.

Business Central General Ledger Setup - includes configuration options such as showing amounts as debit

/credit.

General Ledger Overview in Business Central - details on how entries are posted and viewed