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Exam : **MB6-701**

Title : Microsoft Dynamics AX 2012 R3 Retail

Version : DEMO

1.A customer wants to return an item in exchange for store credit.
You are using a Microsoft Dynamics AX 2012 R3 Enterprise point of sale (ePOS) register.
What should you issue?
A. Creditmemo
B. A credit journal
C. A return reason of credit
D. A credit voucher
Answer: D

2.You are making a sale in an Enterprise point of sale (ePOS) register. You accept partial payment on the sale. However, the customer nowwants to use a different credit card from the one you have tendered.
You need to use the new credit card as the payment method.
What should you do?
A. Tender the remaining amount and return the sale.
B. Click on the tender removal.
C. Click on void transaction.
D. Select the payment line for the partial payment and click void payment.
Answer: D

3.You want to run a price simulation on a sales quotation header for a quotation originally created on an Enterprise point of sale (ePOS) register.
You need to propose a new sales quotation price. You create a new price simulation record to put the proposed new total amount in the Retail Headquarters component of Microsoft Dynamics AX 2012 R3.
What are three possible ways to achieve this goal? Each correct answer presents a complete solution.
A.Enter New margin
B.Enter New contribution ratio
C.Enter New discount percentage
D.Enter New sales value
E.Enter New cost value
Answer: B, D, E

4.You are working at an Enterprise point of sale (ePOS) register on the sales floor. You are in the middle of the business day, which is when your shift ends.
Your stores operational procedure states that if your shift ends in the middle of the business day, you must count your cash drawer in the back office.
You need to end your shift while adhering to the operational procedure.
Which step should you perform first?
A.Perform a blind close shift.
B.Close the shift.
C.Perform a tender declaration.
D.Log off of the ePOS register.
Answer: C

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

headquarters.
For quotations placed through an Enterprise point of sale (ePOS) register, you need to ensure that when you update the price group in the quotation header, the system automatically updates the unit price in the quotation lines without any user intervention.
What should you set in the update quotations lines parameter?
A. Set the Updating unit price to Prompt.
B. Set the Updating unit price, Discount, Discount percent, charges code, and external to Prompt.
C. Set the Updating unit price, Discount, Discount percent, charges code, and external to Always.
D. Set the Updating unit price to Always.
Answer: B

6.You are a sales associate in a retail store. You are using an Enterprise point of sale (ePOS) register.
A customer wants to return an item from a sales order but does not have the original receipt. The item is now on sale. The customer asks if you can locate the original purchase in your system.
Which function should you use?
A.Return Item
B.Recall Order
C.Return Transaction
D.Recall Transaction
Answer: B

7.You are responsible for maintaining sales quotations in Microsoft Dynamics AX 2012 R3 for your company's headquarters.
You have several quotations originally created in Enterprise point of sale (ePOS) for which the customers did not return to place an order.
You need to delete these quotations.
What should the status of the quotations be in order for you to delete them?
A. Sent
B. Confirmed
C. Lost
D. Approved
Answer: C

8.Your company uses Microsoft Dynamics AX 2012 R3.
The company requires a 50 percent deposit to complete any sales order.
You need to ensure that sales associates follow this policy and that only the store manager can change the deposit amount on the Enterprise point of sale (ePOS) register.
Which two actions should you perform in Microsoft Dynamics AX 2012 R3? Each correct answer presents a complete solution.
A.Use the price override feature to collect the 50 percent deposit on the order in ePOS.
B.Assign the manager privileges to the permission ID of the deposit override feature.
C.Change the ePOS Button group on Retail Headquarters to exclude the Deposit button.
D.Set the default deposit percentage to 50 on the Retail Parameters form.
Answer: B, D

9.You set up your store employees for time registration in Microsoft Dynamics AX 2012 R3.
As a store manager, you need to track and monitor the time registration for your employees on the Enterprise point of sale (ePOS) user interface.
Which three functions should you use on ePOS? Each correct answer presents part of the solution.
A.Overtime allocation
B.Time and attendance
C.Clock in
D.Logbook
E.Clock out
Answer: A, B, D

10.You are designing the interface of an Enterprise point of sale (ePOS) register. You need the interface to work on a screen size of 1024 x 768. In which location should you define this screen size?
A. Screen layout
B. Functionality profile
C. Hardware profile
D.Visual profile
Answer: A