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What Client's Say

“ There are some less than 8 new questions, so this 70-695 dump is still mostly valid. Wrote the exams today and passed. ”

 **Timothy**
★★★★★

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Exam : **MB6-701**

Title : Microsoft Dynamics AX
2012 R2 Retail

Vendor : Microsoft

Version : DEMO

NO.1 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

NO.2 A retailer requires a reason for returning an item.

You need to configure retail parameters to collect this information.

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

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

Answer: A,C,D

NO.3 You are the system administrator for Microsoft Dynamics AX 2012 R3 Retail at your company.

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

In which application should you look?

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

Answer: C

NO.4 You are designing the interface of an Enterprise point of sale (ePOS) register. You need the interface to work on a screen size of 1024 x 768. In which location should you define this screen size?

- A. Screen layout
- B. Functionality profile
- C. Hardware profile
- D. Visual profile

Answer: A

Explanation:

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

NO.5 You are creating bar codes in Microsoft Dynamics AX 2012 R3.

You need to create barcode masks.

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

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

Answer: C,E

Explanation:

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

NO.6 A retailer offers a 5 percent discount on purchases of \$100.00 or more for items within a specific retail product category.

You need to set up the discount in Microsoft Dynamics AX 2012 R3 Retail.

Which type of discount should you configure?

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

Answer: D

Explanation:

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

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

NO.7 A corporate customer at your retail store frequently requests a written sales quotation for large purchases in order to get approval for special pricing or discounts from your corporate office. The quotation must go through an approval process, which can take anywhere from several days to several weeks, to determine agreed-upon pricing.

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

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

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

What should you do?

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

D. Create a sales quotation, convert it to a sales order, and suspend the sales order. Then recall it for payment processing when the quotation is accepted.

Answer: C

NO.8 You are designing an end-of-day statement for a retailer. The retailer wants one payment line listed for each Enterprise point of sale (ePOS) register and for each staff member's shift during the business day.

You need to specify a Statement Method.

Which Statement Method should you specify?

- A. Declaration
- B. Shift
- C. Staff
- D. Closing

Answer: B

NO.9 Your company announces on July 1 that it plans to add a new division on September 1.

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

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

What happens to the hierarchy?

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

Answer: A

NO.10 You are using Microsoft Dynamics AX 2012 R3 to set up a new category hierarchy.

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

Which category type should you select?

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

Answer: C

Explanation:

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

NO.11 You are the catalog marketing manager for a direct-to-consumer catalog company.

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

You need to allow the call center channel users to take orders for customers who call in and

reference this catalogs source code. What should you do?

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

Answer: A

NO.12 A retailer who uses Microsoft Dynamics AX 2012 R3 wants to define the + character as a shortcut for the Add Product operation on an Enterprise point of sale (ePOS) register.

You need to ensure that the shortcut functions correctly.

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

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

Answer: B,D

Explanation:

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