



# QUESTION & ANSWER

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**Exam** : **MB6-896**

**Title** : Distribution and Trade in  
Microsoft Dynamics 365 for  
Finance and Operations

**Version** : DEMO

1.You negotiate product-specific pricing with a customer for two products.

You need to create a sales price trade agreement for the customer that includes the two products.

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

- A. Validate and post the journal.
- B. Enter the journal lines for each product.
- C. Create a trade agreement journal.
- D. Select a relation of line discount (sales.)
- E. Select an account code of Group.

**Answer:** ABC

2.You need to enable the purchase order (PO) process to initiate for a vendor when the vendor accepts a PO.

Which option should you choose?

- A. Active (PO is auto-confirmed)
- B. Not active
- C. Pending
- D. Active (PO is not auto-confirmed)

**Answer:** A

3.You need to create vendor accounts by using Microsoft Dynamics 365 for Finance and Operations.

Which field is mandatory?

- A. Group
- B. Credit limit
- C. Method of payment
- D. Mode of delivery

**Answer:** A

4.You need to configure a customer record to enable shipment of orders to the customer by rail.

What should you do first?

- A. Set up a delivery charges group.
- B. Create terms of delivery.
- C. Create a mode of delivery.
- D. Create a destination code.

**Answer:** C

5.You are creating a customer record.

You need to add transportation costs to customer orders.

What should you define?

- A. Sales Tax Group
- B. Terms of Payment
- C. Delivery Terms
- D. Mode of Delivery

**Answer:** C