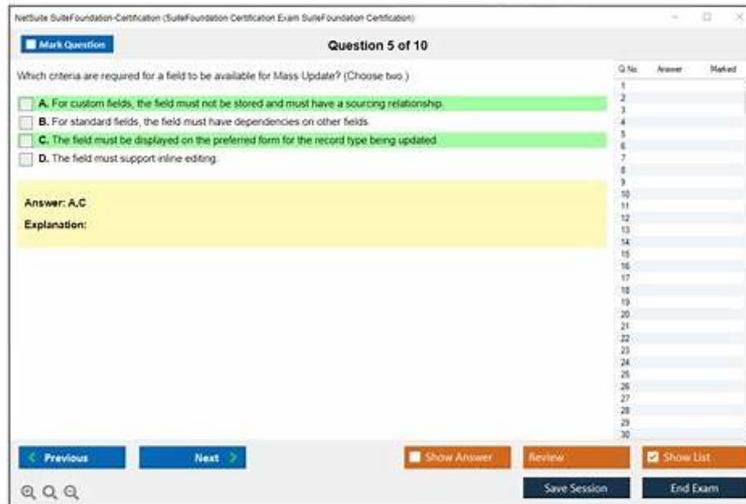


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NetSuite SuiteFoundation Sample Questions (Q115-Q120):

NEW QUESTION # 115

Which statements are true when converting Leads? (Choose 2.)

- A. When an Opportunity is created, the Lead record is assigned the default status set under Sales Preferences.
- B. Leads can be converted to the Customer stage through a Relationships type CSV import.
- C. A Lead record can be converted to the Customer stage without creating a transaction.
- D. Leads converted to Customers can never be converted back to Leads.

Answer: A,C

NEW QUESTION # 116

Which statement is true about NetSuite's ecommerce functionality?

- A. HTML skills are required to create a website.
- B. Hosted HTML pages require external hosting sites.
- C. Shopping cart automatically saves sales orders in the system.
- D. Integration with the accounting module requires WSDK codes.

Answer: C

NEW QUESTION # 117

Which transaction is created when clicking Refund in a Return Materials Authorization (RMA) record?

- A. Bill Credit
- B. Cash Refund
- C. Customer Refund
- D. Inventory Adjustment

Answer: B

NEW QUESTION # 118

Which accounting preference allows invoices to include memos on Time records when the Bill Costs for Customers feature is enabled?

- A. Copy All Memos to Invoices
- B. Copy Source Memos to Invoices
- C. Copy Expense Memos to Invoices
- D. Copy Time Memos to Invoices

Answer: D

NEW QUESTION # 119

What are three default CRM List types?
double clicking the NetSuite logo?

- A. The ISP (Internet, Service, Performance) page.
- B. The NS stat (<https://status.netsuite.com>) page.
- C. The PET (Page, Email, Time) page.
- D. The NPN (NetSuite Performance Notification) page.

Answer: C

NEW QUESTION # 120

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