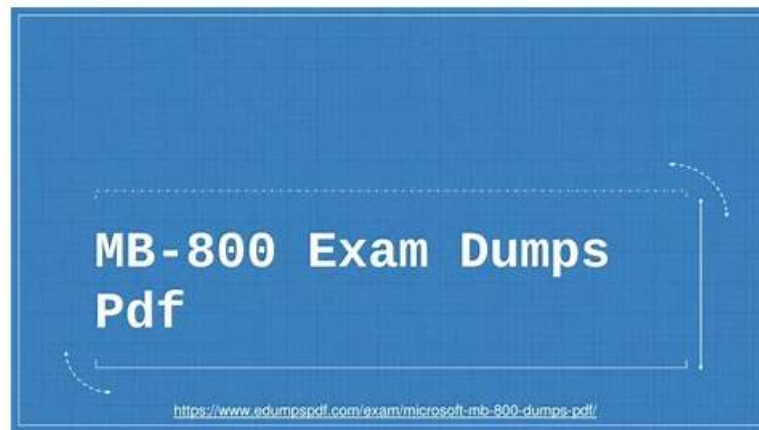


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## Career Opportunities for Certified Specialists

**After achieving the Microsoft Certified: Dynamics 365 Business Central Functional Consultant Associate accreditation, the professional enters the world of numerous career prospects. This certification will pave one's way to joining the expert teams of high-performing professionals and becoming eligible for diverse roles, including the following ones but not limited to them:**

- Solution consultant
- Functional consultant
- Microsoft Dynamics consultant

When it comes to compensation, functional consultant can expect to earn about \$62k per year, as mentioned by PayScale.com. If you find out the salary of a Microsoft Dynamics consultant, it can achieve a mark of \$160k, according to ZipRecruiter. Speaking of solution consultants, their remuneration ranges from \$62k to \$128k, as per PayScale's recent survey.

Microsoft MB-800 exam covers various topics related to Microsoft Dynamics 365 Business Central, including financial management, sales and purchasing, inventory management, and project management. MB-800 Exam also assesses the candidate's ability to configure and customize the system to meet the specific needs of their clients. MB-800 exam comprises of multiple choice questions that assess the candidate's knowledge of the different features and functionalities of Microsoft Dynamics 365 Business Central.

Earning the Microsoft MB-800 certification demonstrates to employers and clients that you have the skills and knowledge required to implement and customize Dynamics 365 Business Central. It is also a valuable asset for professionals who want to advance their career in the field of ERP or business consulting. With the increasing demand for Dynamics 365 Business Central consultants, the Microsoft MB-800 Exam is an excellent opportunity for professionals to differentiate themselves and showcase their expertise in this platform.

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## Microsoft Dynamics 365 Business Central Functional Consultant Sample Questions (Q273-Q278):

### NEW QUESTION # 273

You need to resolve the reconciliation issues.

How should you complete the setup? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

#### Answer:

Explanation:

Explanation:

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.

**NEW QUESTION # 274**

You are implementing Dynamics 365 Business Central.

The purchasing manager wants to implement an approval system by using email notifications.

You need to set up the notification system.

Which setup should you use? To answer, drag the appropriate setup to the correct actions. Each setup may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

**Answer:**

Explanation:

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/business-central/across-how-to-set-up-approval-users>

<https://docs.microsoft.com/en-gb/dynamics365/business-central/across-how-to-specify-when-and-how-to-receive-notifications>

**NEW QUESTION # 275**

You set up a new company in Dynamics 365 Business Central.

You need to demonstrate Page Inspection functionality.

Which features should you use? To answer, drag the appropriate page inspection features to the correct display requirements. Each page inspection feature may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

**Answer:**

Explanation:

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/business-central/dev-itpro/developer/devenv-inspecting-pages?tabs=page>

**NEW QUESTION # 276**

A company uses Dynamics 365 Business Central to manage accounts payables. The company uses exact cost reversing when returning products to vendors.

Returns use current costs at the time of the return. Exact cost reversing must be enforced manually for current orders and automatically applied to all future orders.

You need to configure the system.

Which configuration options should you use? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

**Answer:**

Explanation:

Reference:

<https://community.dynamics.com/business/b/navvlogbypittis/posts/exact-cost-reversing-mandatory-explained-in-dynamics-365-business-central>

### NEW QUESTION # 277

You are setting up and testing a workflow with approval hierarchy in Dynamics 365 Business Central.

In Approval User Setup, you configure the following users:

You create and enable an approval workflow. You configure the workflow to use the approver limit type Approver Chain.

To test the workflow, User1 creates a purchase order for \$1,100 and runs the Send Approval Request function.

You need to identify the actions that occur when the workflow runs.

Which set of actions occurs?

- A. User3 will receive an approval request.  
Once User3 approves the request, the request is routed to User4 for approval.  
Once User4 approves the request, the purchase order is released.
- B. User4 will receive an approval request.  
Once approved, the purchase order is released.
- C. User1 will receive an approval request.  
Once User1 approves the request, User2 must approve the request.  
Once User2 approves the request, User3 must approve the request.  
Once User3 approves the request, the purchase order is released.
- **D. User2 will receive an approval request.**  
**Once User2 approves the request, User3 will receive an approval request.**  
**Once User2 and User3 approve the request, the purchase order is released.**
- E. User3 receives an approval request.  
Once User3 approves the request, the purchase order is released.

**Answer: D**

Explanation:

In Dynamics 365 Business Central, when using Approval User Setup with Approver Chain as the limit type:

\* Each approver has a defined Approval Limit (the maximum amount they can approve).

\* If a document exceeds the requester's approval limit, the workflow escalates through the Approver Chain until a user with sufficient limit is found.

\* The workflow continues until the purchase order reaches an approver with authority greater than or equal to the document amount.

For this question:

\* User1 creates a purchase order for \$1,100.

\* Since the order is above User1's limit, it escalates to User2.

\* If User2's limit is not sufficient to fully approve \$1,100, it then escalates to User3, who has a higher approval limit.

\* The workflow only releases the purchase order once all required approvers (User2 and User3 in this case) approve it.

Therefore, the correct chain of events is:

\* User2 receives the approval request first.

\* After User2 approves, it is routed to User3.

\* Once both User2 and User3 approve, the purchase order is released.

Microsoft Learn References:

\* Set up approval users and approval chains

\* Use approval workflows in Business Central

### NEW QUESTION # 278

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