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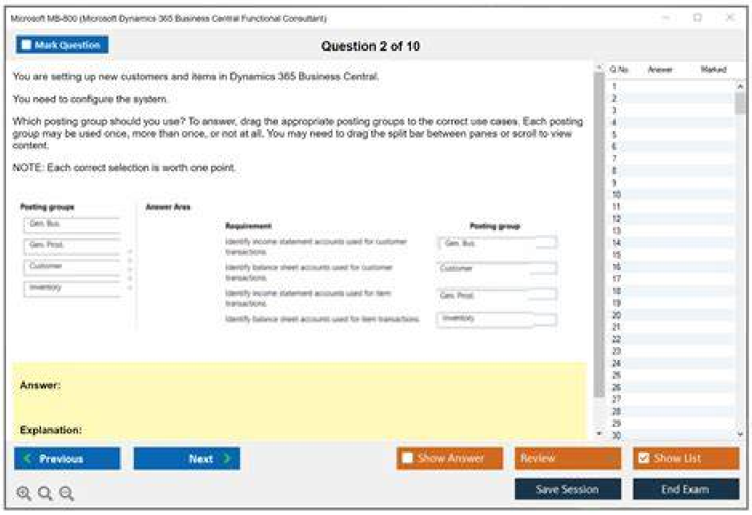

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Microsoft MB-800 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Configure financials (30-35%)	30-35	- Manage Accounts Receivable • 1. Process sales invoices and credit memos • 2. Create and manage customers • 3. Process reminders and finance charges • 4. Set up cash receipt journals • 5. Manage customer payments - Manage General Ledger • 1. Create and post general journal entries • 2. Process recurring journals • 3. Perform account reconciliations • 4. Manage intercompany transactions - Manage Fixed Assets • 1. Set up fixed assets • 2. Process fixed asset transactions (acquisition, depreciation, disposal) - Manage Accounts Payable • 1. Manage vendor payments • 2. Process purchase invoices and credit memos • 3. Create and manage vendors • 4. Set up payment reconciliation journals

Topic 2: Configure sales and purchasing (20-25%)	20-25	- Manage Sales • 1. Process sales shipments • 2. Manage sales return orders • 3. Create and manage sales quotes • 4. Configure and use sales pricing • 5. Create and manage sales orders - Manage Purchasing • 1. Create and manage purchase orders • 2. Process purchase receipts • 3. Create and manage purchase quotes • 4. Manage purchase return orders
Topic 3: Configure operations (20-25%)	20-25	- Manage Warehouse • 1. Process warehouse documents (receipts, shipments, movements) • 2. Manage inventory picks and put-aways • 3. Set up warehouse locations - Manage Item Tracking • 1. Set up item tracking • 2. Assign serial and lot numbers - Manage Inventory • 1. Manage item journals (adjustments and transfers) • 2. Manage assembly orders • 3. Perform inventory counts • 4. Set up inventory items
Topic 4: Set up Business Central (20-25%)	20-25	- Configure Finance • 1. Configure general posting setup • 2. Set up and manage dimensions • 3. Configure tax and VAT • 4. Set up number series • 5. Set up General Ledger (G/L) accounts - Set up Business Central • 1. Configure report layouts • 2. Set up notifications and alerts • 3. Set up users and security roles • 4. Create a company • 5. Manage user personalization - Configure Sales and Purchasing • 1. Set up locations and inventory posting • 2. Set up customer and vendor posting groups • 3. Configure payment methods and terms

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Microsoft Dynamics 365 Business Central Functional Consultant Sample Questions (Q33-Q38):

NEW QUESTION # 33
You need to configure the new customer creation process.
Which two areas must you configure? Each correct answer presents part of the solution NOTE: Each correct selection is worth one point.

- A. Permissions
- B. Responsibility center
- C. Configuration template
- D. Configuration worksheet

Answer: A,C

Explanation:
Reference:
https://usedynamics.com/business-central/sales/create-customer-templates/
Topic 1, Wide World Importers
Current environment
Cash and carry sales
When a customer makes a purchase at the company's cash and carry desk, the sale is handwritten on a three-part form.
The cash and carry associate retrieves the items listed on the order from the warehouse.
Special prices and discounts are used to move products that will expire soon or that are overstocked.
Cash is accepted for payments.
The cash drawer is balanced at the end of every day. A deposit is created for the cash and given to the accountant.
Brokered sales orders
Brokered sales are called in to customer service by the brokers and sometimes directly by customers. The sales are entered into QuickBooks.
Because inventory is not tracked in QuickBooks, the generic item Brokered Item is used.
Two copies of the packing slip and printed from QuickBooks and sent to the warehouse.
Order picking
The warehouse manager provides a container and the two copies of the packing slip to a picker.
Items that are out of stock are marked on both copies of the packing slip.
The shipping amount is determined and written on the packing slips.
One copy of the completed packing slip is placed in a basket for customer service.
Completed orders are boxed up with a copy of the invoice and shipped to customers.
Order invoicing
Throughout the day, the customer service manager collects the packing slip copies and updates the invoices in QuickBooks.
The customer service manager adds a line for shipping with the amount provided by the packer.
The customer service manager prints a copy of the final invoice and sends it to the warehouse.
The accountant uses Microsoft Word to create weekly invoices for all shipments invoiced in QuickBooks during the week for some customers.
Cash and carry sales
One-line sales invoices are saved in QuickBooks for each cash and carry sale to a miscellaneous customer.
Customer details for cash and carry sales are not kept in QuickBooks.
Deposits
The accountant receives the deposit bag from the cash and carry sales desk at the end of every day.
Receipts are recorded in QuickBooks against cash and carry and brokered sales based on the deposit slips.
Brokers commission
Brokers fees are paid as a percentage of sales.
A Sales by Product/Service Summary report is run in QuickBooks every month for Brokered Item to calculate what is owned.
Requirements
Customers
Users with permission must be able to quickly add new customers.
The original source of all customers in the accounting system must be identified to be from cash and carry or brokered sales.

The company needs to keep a record of special price promotions given to specific customers.
Customers must be identified with a unique general business posting group so that the correct freight G/L account is used in sales transactions.

Sales

The customer source must be used to identify the business line, and the customer source must be indicated on every sales transactions.
Customer service and cash and carry desk associates must be able to enter sales into Dynamics 365 Business Central by customer.
Excess paper must be eliminated, and paper management must be reduced.
If a customer is not already listed in the system, a cash and carry associate or customer service associate must be able to quickly add the new customer in the process of recording the first sale.
A point-of-sale system is not needed, but users must be able to record which items are purchased by customers, accept and record their payment, and print receipts indicating paid in full.

Items

The sales manager and warehouse manager must be able to set a specific timeframe for special promotion discounts on items.
For special promotions, discounts must be consistent for all items in a product line using a single discount calculation.
Special pricing may be given to a retail chain or buying group. This pricing must be automatically applied when an order is taken for any of these customers. The original price must be recorded with each sale.
Customers must always be charged the lowest amount for an item at the time of the sale. For example, an overstocked olive oil has a regular price of $20 per unit. Customers in a buying group for restaurants can buy it for $18 per unit. There is an autumn promotion price for the item at $19 per unit. However, on a specific day only, there is an overstock special at a 15 percent discount off the regular price.

Sales invoices

Warehouse workers must be able to indicate the following in the system for each order:

1. the items picked
2. the shipping charges
3. notifications, if any, that customer service needs to provide to the customer Items sold at a discount must show the original price, discount, and net amount on each line of the invoice. Invoices must be posted at the cash and carry desk at the time of sale. For orders, accounting must post invoices and send them to customers.

Warehouse employees must be able to indicate what has been shipped on an order. They will use the G/L account for shipping charges. They need to use the correct G/L account for sales versus cost through proper assignment of sales and purchase accounts in the general posting setup.
Some of the brokered customers require one invoice per week regardless of the number of orders or shipments.

Accounts

Payment terms vary by customer.
The amount paid to brokers must be calculated from sales after invoice discounts.
Broker vendors must be easily identifiable from other vendors in lists
Commission paid on sales not collected within 120 days must be deducted from brokers' next compensation payment.

Reporting

Wide World Importers requires reporting on the following:
the overall profitability of each line of business at any time for any given period the cost of outbound shipping in the overall profitability of sales by business line in all related reports freight sales and cost by account in the trial balance the cost of brokers' compensation in reporting the overall profitability of sales by business line the effect of item discount promotions in financial statements.

Issues

Pricing

Spreadsheets are used to maintain special item pricing and discounts. The only source of product line discount information is a whiteboard in the warehouse. The price charged is frequently incorrect.
Customers complain when they think they think they have not received the best price available. Promotions are sometimes applied in error after a special pricing event ends, for example, when discounts are offered temporarily to reduce overstock.
Management cannot see original versus actual price on all sales. Discounts given by brokers requires spreadsheets and comparison between price list and price on sales invoice. Management needs to be able to quickly see the discount given on each sale.

Payment terms

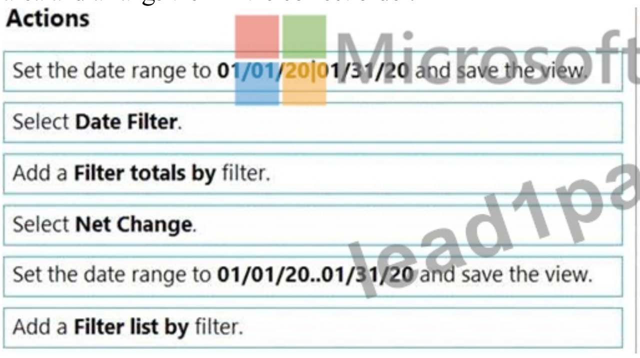
Agreed-upon payment terms are frequently entered incorrectly on orders, causing cashflow issues.
Invoices already paid in full exist on the sales aging reports. The frequent cause of this issue is that sales from the cash and carry desk are not indicated as cash sales and are not posted as paid in full.
Some buying groups require that all invoices sent during a month be due on the 20th of the following month.

Invoicing

Paperwork is frequently misplaced between the warehouse, customer service, and accounting.
Invoices that are posted in the accounting system based on shipments and invoices that are sent to customers weekly do not match due to errors transferring the data from one document to another.
Users are selecting the incorrect freight type (expense versus sales) on purchase and sales transactions, making it difficult to reconcile

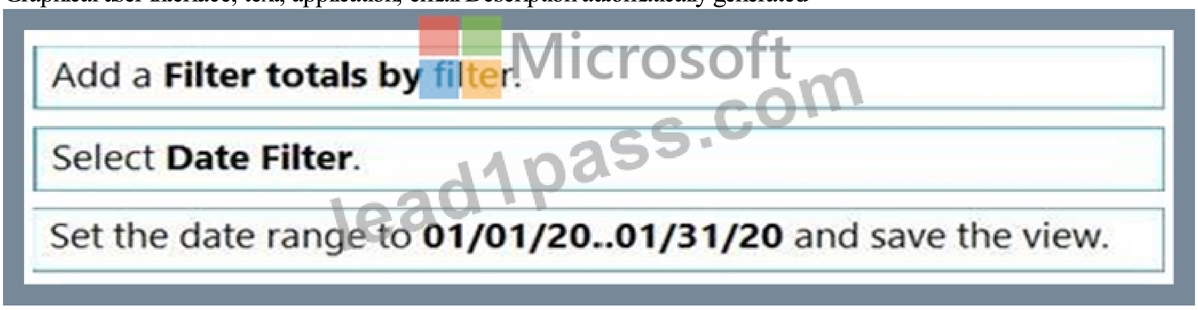
freight costs.
Sales placed from the cash and carry desk by customers originally acquired through a broker are not being recognized with the correct customer source. Reporting by business line is inaccurate.
Accounts
Users often forget which fields to use to enter information when they add new customers to QuickBooks. This results in errors and inconsistencies in data and affects sales reporting. Confidence in sales reporting accuracy is low.
Adding new brokers is a different process than adding other purchase vendors. Users often forget which fields to select and how to correctly assign the vendor number to add new brokers.
Manual entries to certain G/L accounts cause reconciliation issues.

NEW QUESTION # 34
You are creating a filtered view of a Chart of Accounts page.
The page must be filtered to display Net Change values only for transactions between a specific date range.
You must save the filtered view for future use.
You need to filter on transactions occurring between January 1, 2020 and January 31, 2020.
Which three actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.



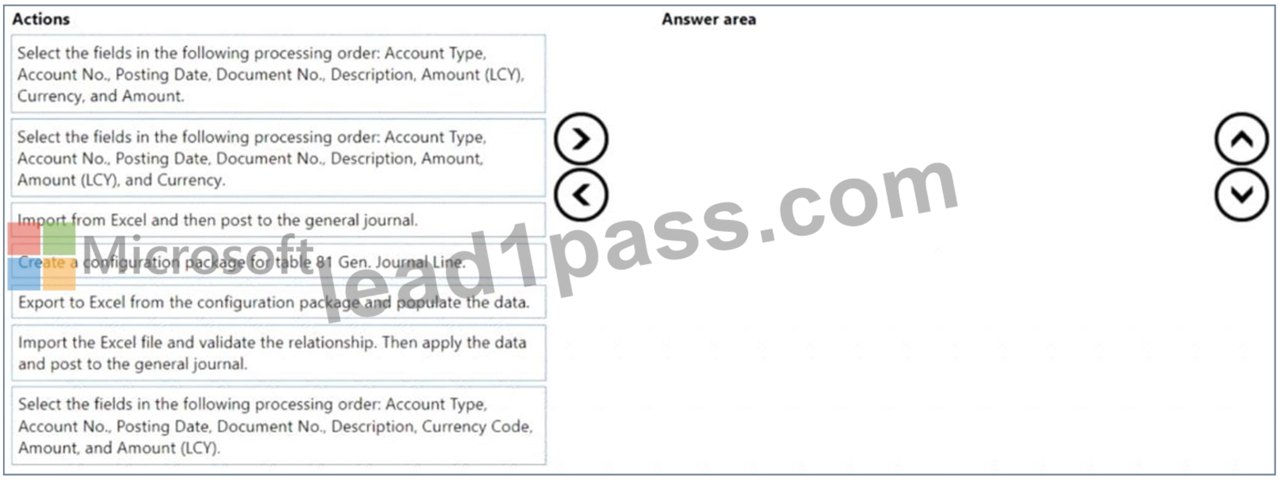
Answer:

Explanation:
Explanation
Graphical user interface, text, application, email Description automatically generated



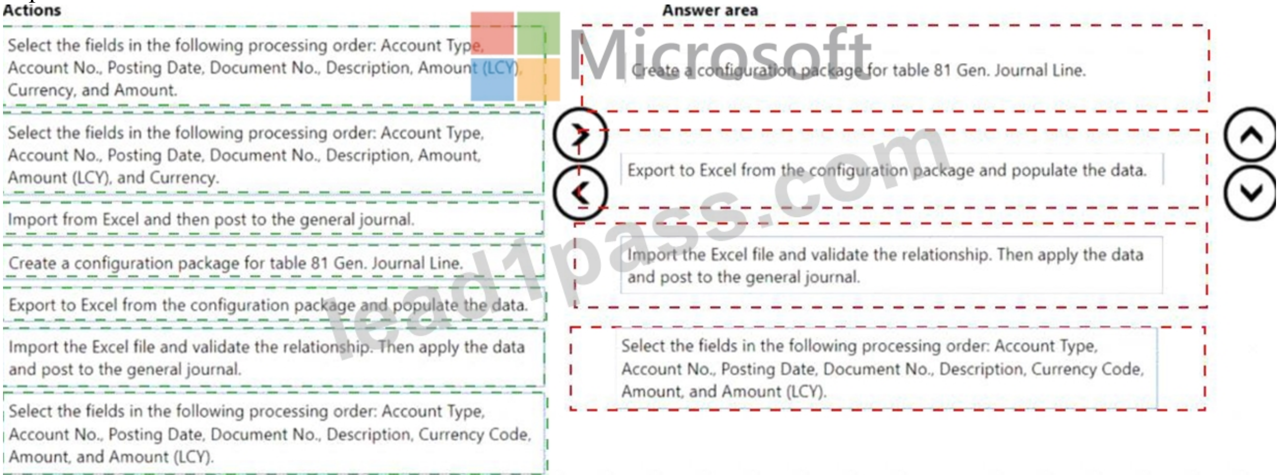
Reference:
https://usedynamics.com/business-central/finance/chart/

NEW QUESTION # 35
A company implements Dynamics 365 Business Central.
The company stores master data for vendor opening balances in an Excel file. Most of the vendors use a foreign currency for open balances. The balancing account is preselected on the journal batch.
You need to import the vendor opening balances by using configuration packages.
Which four actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

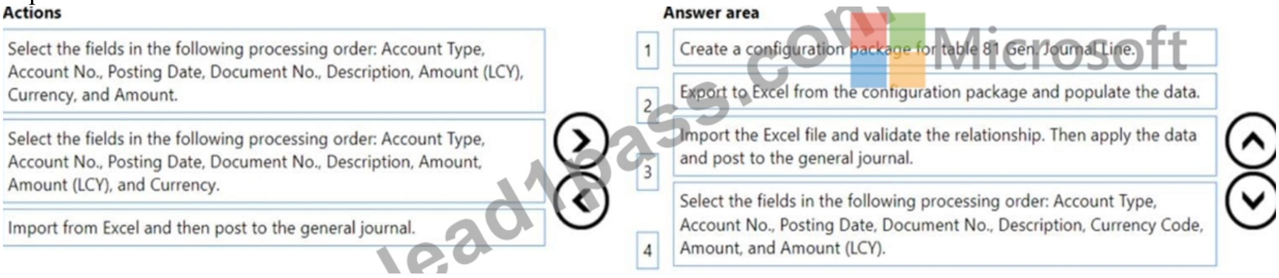


Answer:

Explanation:

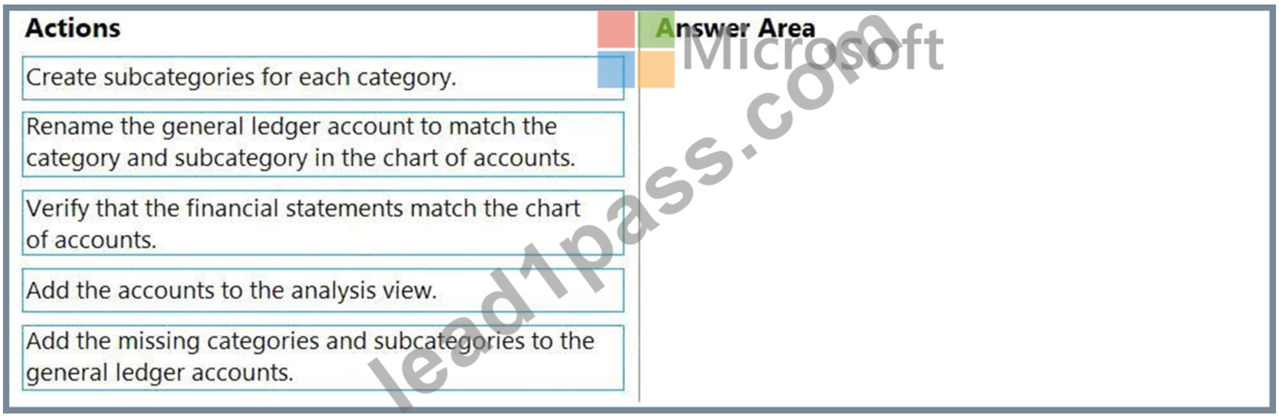


Explanation:



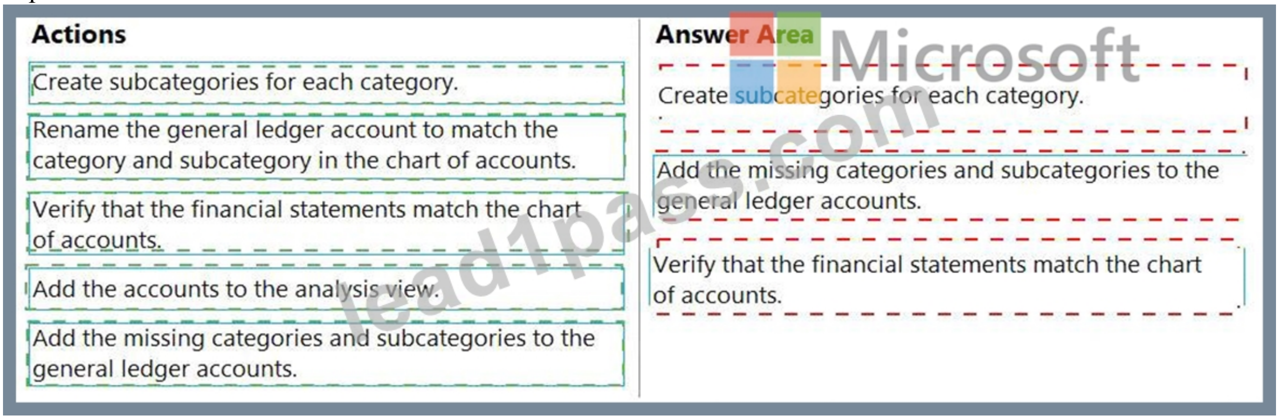
NEW QUESTION # 36

An accountant discovers inconsistencies between financial statements and balances in the chart of accounts.
You suspect that the discrepancies might be a result of missing categories and subcategories.
You need to ensure that the financial statements match the chart of accounts.
Which three actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

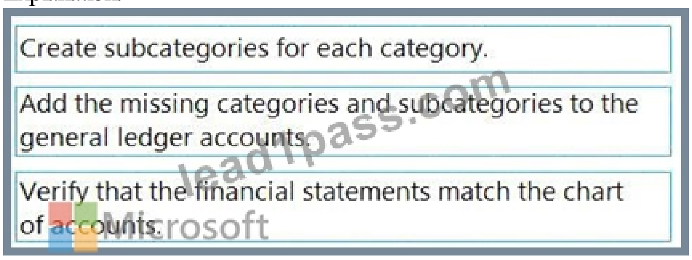


Answer:

Explanation:



Explanation:



When financial statements do not match the Chart of Accounts (COA) in Dynamics 365 Business Central, one of the most common causes is missing or misaligned account categories and subcategories. These categories are used to structure accounts in financial reports such as Income Statement and Balance Sheet.

Step 1: Create subcategories for each category

* In the Account Categories page, ensure that the correct categories (Assets, Liabilities, Income, Expenses, etc.) and subcategories are set up.

Step 2: Add the missing categories and subcategories to the general ledger accounts

* Assign the created categories and subcategories to the corresponding G/L accounts in the Chart of Accounts. This links the COA to financial reporting.

Step 3: Verify that the financial statements match the chart of accounts

* Run financial statements and confirm that balances reflect the COA correctly after categories /subcategories are aligned.

Why not the others?

* Rename the general ledger account # renaming has no impact on financial statement consistency.
* Add the accounts to the analysis view # analysis views are for reporting and dimensions, not fixing inconsistencies between COA and financial statements.

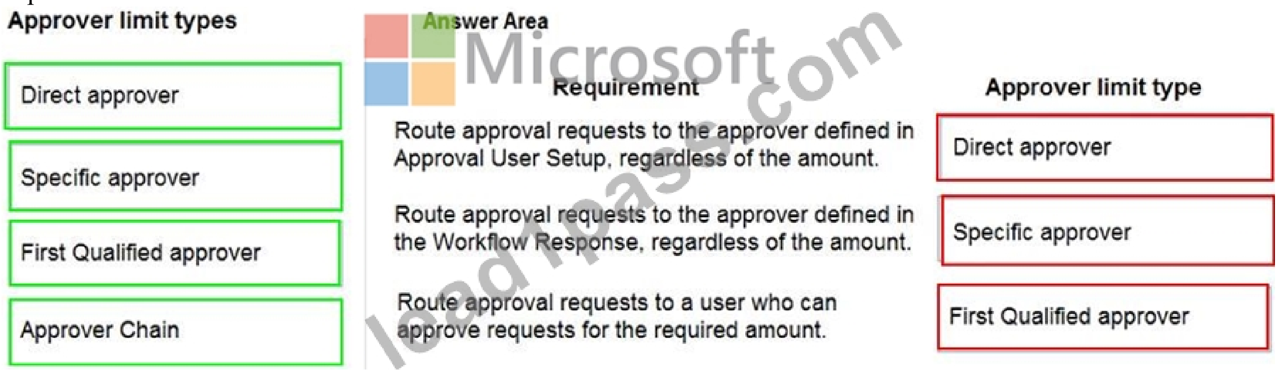
Microsoft Learn References:

* Set Up Account Categories and Subcategories
* Work with the Chart of Accounts
* Financial Reporting

NEW QUESTION # 37
You are setting up approval workflows in Dynamics 365 Business Central.
You need to configure approval limits.
Which approver limit types should you use? To answer, drag the appropriate approver limit types to the correct requirements. Each approver limit type may be used 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://ebs.com.au/blog/how-approver-limit-type-works-for-purchase-order-workflows-in-microsoft-dynamics-365

NEW QUESTION # 38
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