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Microsoft MB-800 exam is designed for professionals who want to demonstrate their expertise in Microsoft Dynamics 365 Business Central. As a functional consultant, the exam tests your understanding of the application and how it can be utilized to meet business requirements. MB-800 Exam covers a variety of topics, including configuring financial management, sales and purchase, inventory management, and project management. Additionally, the exam evaluates your ability to utilize the application to provide solutions that meet customer requirements.

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Microsoft Dynamics 365 Business Central Functional Consultant Sample Questions (Q231-Q236):

NEW QUESTION # 231
A company implements Dynamics 365 Business Central. You record the following vendor ledger entries for a vendor. You record dates by using the following format: month/date/year.

Posting date	Document type	Document number	Amount	Due date	Payment discount date	Payment discount tolerance date	Payment discount
01/15/21	Invoice	PI001	- $ 500.00	02/15/21	02/15/21	02/15/21	- $ 0.00
02/22/21	Invoice	PI002	- $ 1,000.00	03/22/21	03/01/21	03/03/21	- $ 20.00
01/08/21	Credit Memo	PC001	$ 125.00	02/08/21	02/08/21	02/08/21	$ 0.00
01/12/21	Credit Memo	PC002	$ 895.00	03/12/21	01/20/21	01/22/21	$ 17.90
02/20/21	Invoice	PI003	- $ 75.00	03/20/21	02/27/21	03/01/21	- $ 1.50

The company takes advantage of any payment discounts. You use the Suggest Vendor Payments batch job in the Payment Journal

to identify payments that must be made. You ensure that any available payment discounts will be automatically subtracted from the amount to be paid to the vendor.
You need to ensure that the invoices and credit memos for the vendor are included in the results of the Suggest Vendor Payments batch job.
Which report filters should you use? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.

Requirement	Report filter
Suggest payment of invoice PI001 on 02/28/21.	Last Payment Date = 02/28/21 Last Payment Date = 02/14/21 Available Amount (LCY) = 400.00 Calculate Posting Date from Applies-to-Doc. Due Date = yes
Suggest a refund of credit memo PC001 on 02/28/21.	Last Payment Date = 02/28/21; Posting Date = 02/28/21 Last Payment Date = 02/10/21; Posting Date = 02/28/21 Last Payment Date = 01/31/21; Posting Date = 02/28/21 No filters are available for credit memos; therefore, they are not taken into account.
Suggest payment of invoices PI002 and PI003 where payment discount is deducted.	Find Payment Discounts = no; Last Payment Date = 04/01/21; Posting Date = 02/25/21 Find Payment Discounts = no; Last Payment Date = 02/28/21; Posting Date = 02/28/21 Find Payment Discounts = yes; Last Payment Date = 04/01/21; Posting Date = 02/28/21 Find Payment Discounts = yes; Last Payment Date = 04/01/21; Posting Date = 02/25/21

Answer:

Explanation:

Requirement	Report filter
Suggest payment of invoice PI001 on 02/28/21.	Last Payment Date = 02/28/21 Last Payment Date = 02/14/21 Available Amount (LCY) = 400.00 Calculate Posting Date from Applies-to-Doc. Due Date = yes
Suggest a refund of credit memo PC001 on 02/28/21.	Last Payment Date = 02/28/21; Posting Date = 02/28/21 Last Payment Date = 02/10/21; Posting Date = 02/28/21 Last Payment Date = 01/31/21; Posting Date = 02/28/21 No filters are available for credit memos; therefore, they are not taken into account.
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Explanation:
Text Description automatically generated with medium confidence

Requirement	Report filter
Suggest payment of invoice PI001 on 02/28/21.	Last Payment Date = 02/28/21 Last Payment Date = 02/14/21 Available Amount (LCY) = 400.00 Calculate Posting Date from Applies-to-Doc. Due Date = yes
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Reference:
https://docs.microsoft.com/en-us/learn/modules/suggest-vendor-payments-dynamics-365-business-central/1-sugg

NEW QUESTION # 232
You need to set up customer sales pricing based on the requirements.
Which three actions should you perform? Each correct answer presents part of the solution.
NOTE: Each correct selection is worth one point.

- A. Create a Sales Price List for the customer by using the customer assign-to type.
- B. Create a Sales Price List by using the assign-to type of Customer Price Group.
- C. Create Customer Price Groups that allow line discounts.
- D. Assign the Customer Price Group code on the customer card.
- E. Create Customer Price Groups that exclude line discounts.

Answer: B,C,D

Explanation:
The requirement is: "Customer pricing is determined by the customer market type (Retail, Veterinarian, Breeder). Each customer is associated with only one market type." A). Assign the Customer Price Group code on the customer card # Correct, because each customer must be tied to its market type via a Customer Price Group.
C). Create a Sales Price List by using the assign-to type of Customer Price Group # Correct, because pricing and discounts should be managed at the group level, not per individual customer, ensuring easier maintenance.
E). Create Customer Price Groups that allow line discounts # Correct, because discounts are offered by item, brand, or product category, and must flow to sales lines automatically.
Incorrect options:
B). Exclude line discounts # Opposite of requirements.
D). Create a Sales Price List for the customer # Not scalable; must be done by group, not individual customer.
Correct answers: A, C, E
References:
Set Up Customer Price Groups
Create Sales Price Lists
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Incorrect options:
B). Exclude line discounts # Opposite of requirements.
D). Create a Sales Price List for the customer # Not scalable; must be done by group, not individual customer.
Correct answers: A, C, E
References:
Set Up Customer Price Groups
Create Sales Price Lists
Topic 4, Fabrikam. Inc.
Background
Fabrikam. Inc.. is a manufacturer of products for the gift industry. The company plans to implement Business Central as its new enterprise resource planning (ERP) system.
The company sells to two types of customers: wholesale and retail. Retail customers order at special events and online. Wholesale customers send in orders by email.
Current Environment
Order processing
* The company uses a purchase order (PO) workflow for any PO over 1500
* The system has been fully configured for sales order prepayments and will check for a prepayment invoice at posting.
* Customers can special order products with a prepayment that is due on receipt.
Invoicing
* Wholesale customer payment terms are net 30. with a 2% discount if paid within 10 days.
* Retail customer payment terms are payable on receipt or shipment
Reporting
* The company uses headcount (number of employees) and square footage for statistical accounts.
Integrations
The company currently uses Outlook, Excel. Word, and Teams to communicate internally and externally with customers and

vendors.
Requirements
Order processing
* The company must be able to combine multiple purchase receipts into one vendor invoice.
* Posted vendor invokes must be reverted when damages are reported or a product is returned to the vendor.
* Fully invoiced POs must not appear on the PO list page
* Customer prepayments vary based on customer relationship. Special orders from new customers have a 25% prepayment. Established customers have only a 15% prepayment.
* The company must be able to approve POs by email without opening Business Central.
* Customers often reorder the same items with similar quantities. The system must be configured to ask the user if recurring lines should be added to sales orders.
Invoicing
* Customer revenue must be posted to separate general ledger (G/L) accounts based on customer type. The G /L account must have subcategories for wholesale and retail revenue.
* Accounts receivable must be posted to separate G/l accounts based on customer type. The G/L account must have subcategories for wholesale and retail accounts receivable.
* Currently, Inventory Is sold at a cost based on purchase and sales over a period.
Reporting
* Financial reports must include statistical accounts.
* The financial report structure must map to account categories.
Integrations
The company requires the following integration capabilities:
* Create sales orders while collaborating with customers by email.
* Edit customer information while messaging the sales team in a group chat.
* Communicate a brochure to all customers at once about a sales campaign.
General ledger posting accounts
The company requires the following G/L posting accounts:
* Retail Receivables = 13100
* Wholesale Receivables = 13200
* Payment Discount = S4800
* Retail Sales = 44100
* Wholesale Sales = 44200 Sales Prepayments = 22160
Issues
* Order entry lakes too long for wholesale customers.
* Vendors ship partial orders but send one monthly invoice. The company is unable to associate one invoice with multiple POs in the current environment
* Inventory reconciliation was difficult m the company's old system because it allowed users to sell more inventory than was physically available.
* Users must log in to the system to provide workflow approvals.

NEW QUESTION # 233
Two cash receipts were applied to a posted sales transaction. The first receipt was applied in error.
You need to remove the first cash receipt from the posted sales transaction.
Which set of steps should you perform?

- A. 1. Navigate to Reverse Transaction from the relevant detailed customer ledger entry.
  2. Reverse the second payment.
  3. Reverse the first payment.
  4. Apply the second payment to the customer ledger entry.
- B. 1. Navigate to Reverse Transaction from the relevant customer ledger entry.
  2. Reverse the second payment.
  3. Reverse the first payment.
  4. Apply the second payment to the customer ledger entry.
- C. 1. Post a reversing Cash Receipt and select the customer and relevant payment entry.
  2. Navigate to Unapply Entries from the relevant customer ledger entry.
  3. Unapply the payment.
- D. 1. Navigate to Unapply Entries from the relevant customer ledger entry.
  2. Unapply the second payment.
  3. Unapply the first payment.

4. Apply the second payment to the customer ledger entry.

Answer: D

Explanation:
When a cash receipt is applied incorrectly, you cannot simply delete or reverse it - instead, you must unapply the entries.
Steps:
* From the relevant Customer Ledger Entry, select Unapply Entries.
* Unapply the second payment first (because payments are applied in sequence).
* Unapply the first payment (the erroneous one).
* Reapply the second payment correctly to the customer ledger entry.
This way, the first erroneous cash receipt is removed, and the correct receipt remains applied.
Why not B or C?
* Reverse Transaction is for reversing journal entries or posted G/L transactions, not for applied customer ledger entries.Why not D?
* Posting a reversing cash receipt is unnecessary; the built-in Unapply Entries function is the proper approach.
Reference:
Unapply Customer Ledger Entries in Business Central

NEW QUESTION # 234
A company uses Dynamics 365 Business Central.
The company performs an annual review of customer prices and determines that sales prices must rise by 10% for the coming year.
You need to adjust the prices. What should you do?

- A. Manually add a sales price to the Sales Prices page.
- B. Manually add new lines to the Sales Lines Discount page.
- C. Use the action Suggest Sales Price on Worksheet.
- D. Manually add a sales price to the Sales Price Worksheet page.

Answer: C

Explanation:
Business Central provides a Sales Price Worksheet for mass updates of prices.
The Suggest Sales Price on Worksheet action allows you to apply a percentage increase (e.g., +10%) across selected items, customers, or customer groups.
This is the efficient way to implement an annual across-the-board price increase.
Other options:
A). Manually add new lines to the Sales Lines Discount page # This page is for discounts, not base sales prices.
C). Manually add a sales price to the Sales Prices page # Correct for individual adjustments, but not efficient for bulk changes.
D). Manually add a sales price to the Sales Price Worksheet page # You could enter manually, but using Suggest Sales Price automates the bulk adjustment process.
Reference:
Adjust Sales Prices Using Worksheets
answer: B. Use the action Suggest Sales Price on Worksheet

NEW QUESTION # 235
You need to transfer opening balances data into the system.
Solution: Use a configuration package to import the data.
Does the solution meet the goal?

- A. Yes
- B. No

Answer: B

NEW QUESTION # 236
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