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The Microsoft Dynamics 365 Business Central Functional Consultant (MB-800) is one of the popular exams of MB-800. It is designed for Microsoft aspirants who want to earn the Microsoft Dynamics 365 Business Central Functional Consultant (MB-800) certification and validate their skills. The MB-800 test is not an easy exam to crack. It requires dedication and a lot of hard work. You need to prepare well to clear the MB-800 test on the first attempt. One of the best ways to prepare successfully for the MB-800 examination in a short time is using real Microsoft MB-800 Exam Dumps.

Microsoft Dynamics 365 Business Central Functional Consultant Certification Exam, also known as MB-800, is a globally recognized certification that validates the skills and expertise of professionals in the field of Microsoft Dynamics 365 Business Central. MB-800 exam is designed to test the knowledge of individuals who are responsible for implementing, configuring, and customizing the Dynamics 365 Business Central application.

The MB-800 certification exam covers a range of topics, including configuring financial management, sales and purchase management, inventory management, and production management within Microsoft Dynamics 365 Business Central. It also covers topics such as configuring customer service management, configuring human resources management, and configuring project management.

Microsoft MB-800 Certification Exam is a computer-based test that consists of multiple-choice questions. You will have three hours to complete the exam, and you will need to achieve a passing score of 700 or higher to earn the certification. The cost of the exam is \$165 USD, and you can register for it through the Microsoft certification website.

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Microsoft Dynamics 365 Business Central Functional Consultant Sample

Questions (Q205-Q210):

NEW QUESTION # 205

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

Answer: C,D

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 are 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 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 # 206

You need to configure reporting.

What should you do? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement

Set up dimensions



Action

<input type="checkbox"/> Create a new entry on Dimensions <input type="checkbox"/> Select a dimension on Sales & Receivables Setup <input type="checkbox"/> Choose a code in the Dimensions FastTab on General Ledger Setup <input type="checkbox"/> Add default dimensions to General Ledger Accounts

Configure global dimensions

<input type="checkbox"/> Change global dimensions on General Ledger Setup <input type="checkbox"/> Add a global dimension on General Ledger Setup <input type="checkbox"/> Assign a dimension value of Global to Dimensions <input type="checkbox"/> Select Global Dimensions on all Setup pages

Configure shortcut dimensions

<input type="checkbox"/> Choose a shortcut dimension code on General Ledger Setup <input type="checkbox"/> Assign a dimension value of Shortcut to Dimensions <input type="checkbox"/> Add default dimensions to Master Records <input type="checkbox"/> Choose dimensions on an Analysis View

Answer:

Explanation:

Actions	Requirement	Actions
<input type="checkbox"/> Cancel <input type="checkbox"/> Correct <input type="checkbox"/> Create Corrective Credit Memo	Automatically create and post a corrective purchase credit memo to void the initial posted purchase invoice. Enable users to manually post credit memos. Create a new purchase invoice to replace a canceled invoice.	<input type="checkbox"/> Correct <input type="checkbox"/> Create Corrective Credit Memo <input type="checkbox"/> Cancel

Explanation

Requirement	Action
Set up dimensions	<div>▼</div> <ul style="list-style-type: none"> Create a new entry on Dimensions Select a dimension on Sales & Receivables Setup Choose a code in the Dimensions FastTab on General Ledger Setup Add default dimensions to General Ledger Accounts
Configure global dimensions	<div>▼</div> <ul style="list-style-type: none"> Change global dimensions on General Ledger Setup Add a global dimension on General Ledger Setup Assign a dimension value of Global to Dimensions Select Global Dimensions on all Setup pages
Configure shortcut dimensions	<div>▼</div> <ul style="list-style-type: none"> Choose a shortcut dimension code on General Ledger Setup Assign a dimension value of Shortcut to Dimensions Add default dimensions to Master Records Choose dimensions on an Analysis View

NEW QUESTION # 207

You need to train the sales department how to correct posted sales invoices.

Which action should you use for each scenario? To answer, drag the appropriate actions to the correct scenarios. Each action 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.

Actions	Scenario	Action
Cancel	Use this action when the posted invoice has not been paid and the original invoice was posted from a sales order. Use this action when the posted invoice has not been paid and the original invoice was not posted from a sales order. Use this action when the posted invoice has been paid and warehouse documents are not required.	
Correct		
Sales return order		
Create corrective credit memo		

Answer:

Explanation:

Actions	Scenario	Action
Cancel	Use this action when the posted invoice has not been paid and the original invoice was posted from a sales order. Use this action when the posted invoice has not been paid and the original invoice was not posted from a sales order. Use this action when the posted invoice has been paid and warehouse documents are not required.	Correct
Correct		Cancel
Sales return order		Create corrective credit memo
Create corrective credit memo		

Explanation:

Actions	Scenario	Action
Cancel	Use this action when the posted invoice has not been paid and the original invoice was posted from a sales order. Use this action when the posted invoice has not been paid and the original invoice was not posted from a sales order. Use this action when the posted invoice has been paid and warehouse documents are not required.	Correct
Correct		Cancel
Sales return order		Create corrective credit memo
Create corrective credit memo		

NEW QUESTION # 208

You need to set up a new fiscal year and restrict posting.

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

NOTE: Each correct selection is worth one point.

Requirement	Action
Set up a new fiscal year.	<div>▼</div> <div> Select Close Year Select Create Year Select Fiscal Year Balance Select Inventory Period </div>
Define the fiscal year start date.	<div>▼</div> <div> Accept the default New Fiscal Year Check Closed for all rows except for June 1 Check New Fiscal Year for June 1 Clear the default New Fiscal Year </div>
Restrict posting.	<div>▼</div> <div> In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates In User Setup, set Allow Posting From and Allow Posting To options to current dates Remove any Permission sets that allow posting Set the Work Date past the prior month ending date </div>

Answer:

Explanation:

Requirement	Action
Set up a new fiscal year.	<div>▼</div> <div> Select Close Year Select Create Year Select Fiscal Year Balance Select Inventory Period </div>
Define the fiscal year start date.	<div>▼</div> <div> Accept the default New Fiscal Year Check Closed for all rows except for June 1 Check New Fiscal Year for June 1 Clear the default New Fiscal Year </div>
Restrict posting.	<div>▼</div> <div> In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates In User Setup, set Allow Posting From and Allow Posting To options to current dates Remove any Permission sets that allow posting Set the Work Date past the prior month ending date </div>

Explanation:

Requirement	Action
Set up a new fiscal year.	<div>▼</div> <div> Select Close Year Select Create Year Select Fiscal Year Balance Select Inventory Period </div>
Define the fiscal year start date.	<div>▼</div> <div> Accept the default New Fiscal Year Check Closed for all rows except for June 1 Check New Fiscal Year for June 1 Clear the default New Fiscal Year </div>
Restrict posting.	<div>▼</div> <div> In General Ledger Setup, set the Allow Posting From and Allow Posting To options to current dates In User Setup, set Allow Posting From and Allow Posting To options to current dates Remove any Permission sets that allow posting Set the Work Date past the prior month ending date </div>

NEW QUESTION # 209

You have multiple, unpaid posted purchase invoices to reverse. Some invoices require complete reversal while others need partial reversal.

You need to process credit memos from the posted purchase invoices.

Which actions should you perform? To answer, drag the appropriate actions to the correct requirements. Each action 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.

Actions	Requirement	Actions
Cancel	Automatically create and post a corrective purchase credit memo to void the initial posted purchase invoice.	Action
Correct	Enable users to manually post credit memos.	Action
Create Corrective Credit Memo	Create a new purchase invoice to replace a canceled invoice.	Action

Answer:

Explanation:

Actions	Requirement	Actions
Cancel	Automatically create and post a corrective purchase credit memo to void the initial posted purchase invoice.	Correct
Correct	Enable users to manually post credit memos.	Create Corrective Credit Memo
Create Corrective Credit Memo	Create a new purchase invoice to replace a canceled invoice.	Cancel

Explanation

Requirement	Actions
Automatically create and post a corrective purchase credit memo to void the initial posted purchase invoice.	Correct
Enable users to manually post credit memos.	Create Corrective Credit Memo
Create a new purchase invoice to replace a canceled invoice.	Cancel

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/business-central/purchasing-how-process-purchase-returns-cancel>

<https://docs.microsoft.com/en-gb/dynamics365/business-central/purchasing-how-correct-cancel-unpaid-purchase>

NEW QUESTION # 210

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