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NetSuite SuiteFoundation Sample Questions (Q55-Q60):

NEW QUESTION # 55

Where can statuses be mapped to actions for the progress of Lead to Prospect to Customer?

- A. Customer Sales Rules

- B. Customer Status List
- **C. Sales Preferences**
- D. Forecast Rules

Answer: C

NEW QUESTION # 56

How can a customer's custom negotiated sales price for items be set up to default on sales transactions?

- A. Define the sales price on the item record.
- B. Define a contract price level on the item record
- **C. Assign the item pricing on a customer record.**
- D. Assign a price level on the customer record.

Answer: C

NEW QUESTION # 57

Which statement is true about inventory transactions?

- A. Inventory adjustments should not be used on LIFO costed items.
- **B. The inventory worksheet can be used to create opening balances for items.**
- C. Inventory transfers and intercompany transfers have the same GL impact.
- D. Inventory fulfillments cannot be made unless there is sufficient inventory.

Answer: B

NEW QUESTION # 58

Which two statements are true regarding billable line items on invoices? (Pick 2)

- **A. Employees can bill time to customers in different subsidiaries.**
- B. Items must have a Sales Price filled in to appear on the Items to be Billed tab.
- **C. Purchase Orders must be Billed before they can be Invoiced to Customers.**
- D. Vendors can enter timesheets.

Answer: A,C

NEW QUESTION # 59

"Don and Mark both have the Consultant role. The role has the Create permission for Opportunities. Under the Global Permissions subtab of his Employee record, Don is provisioned Edit permission for Opportunities. Which statement is true?"

- A. Don can create Opportunity records while Mark can edit and create Opportunity records.
- B. They can both edit Opportunity records.
- C. Neither Don nor Mark can
- **D. Mark can create Opportunity records while Don can edit and create Opportunity records.**

Answer: D

NEW QUESTION # 60

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