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NetSuite SuiteFoundation Sample Questions (Q101-Q106):

NEW QUESTION # 101

When setting up item prices for customers, which feature must be enabled to provide a discount based on the quantity ordered?

- A. Volume Pricing
- B. Multiple Prices
- C. Discount Pricing
- D. Quantity Pricing

Answer: D

NEW QUESTION # 102

Which three Item Types can be defined for Purchase, Resale, or Sale? (choose 3)

- A. Service
- B. Inventory Item
- C. Non-inventory Item
- D. Other Charge

Answer: A,C,D

NEW QUESTION # 103

Which item types may be used to cluster Item records and group them into one unit? (Choose 2.)

- A. Lot-Numbered Items
- B. Kit/Package Items
- C. Service Items
- D. Assembly Items
- E. Non-inventory For Resale

Answer: B,D

NEW QUESTION # 104

Which option must be selected to allow sales reps and managers to adjust the statuses of opportunities when saving forecasts?

- A. Allow Setting Status in Forecast Editor
- B. Use Quotes in Forecast
- C. Multiple Projected Amounts
- D. Allow Setting Probability in Forecast Editor

Answer: A

NEW QUESTION # 105

When setting Customer Statuses under Setup > Sales, what is the default Probability percent for new Lead records?

- A. 0%
- B. 25%
- C. 50%
- D. 100%

Answer: A

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