



# MB-340<sup>Q&As</sup>

Microsoft Dynamics 365 Commerce Functional Consultant

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**QUESTION 1**

**DRAG DROP**

You need to resolve the issues reported by the revenue protection team.

Which point of sale (POS) operations should you configure? To answer, drag the appropriate POS operations to the correct requirements. Each POS operation 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.

Select and Place:

| POS operations       | Requirement                               | POS operation |
|----------------------|---|---------------|
| Inventory Adjustment | View weekly reminders.                    |               |
| Inventory Counting   | Identify theft in high value products.    |               |
| Schedule Management  | Process an item for use as display items. |               |
| Task Management      |   |               |

Correct Answer:

| POS operations      | Requirement                               | POS operation        |
|---------------------|---|----------------------|
|                     | View weekly reminders.                    | Task Management      |
| Schedule Management | Identify theft in high value products.    | Inventory Counting   |
|                     | Process an item for use as display items. | Inventory Adjustment |

Explanation:

Box 1: Task Management

Issue: The revenue protection team wants to send a weekly reminder for the stores and plans to let each store choose which products should be checked. The revenue protection team must be able to check the status of the reminder to ensure that stores are following the guidance.

Task Management

The Dynamics 365 Commerce POS application has task management features that let store managers and workers



manage tasks and update task status. Store workers can access tasks either by selecting the Tasks tile on the POS home

page or by selecting task notifications.

A task defines a specific piece of work or an action that someone must complete on or before a specified due date.

Box 2: Inventory Counting

Issue: Theft prevention

The revenue protection team has identified several stores that are targets for theft. They would like the stores to review high-value products on a regular basis to ensure the inventory levels are correct.

Improved stock count operation in POS

Business value

With this new capability, Dynamics 365 Commerce customers can improve the productivity of in-store personnel by enabling core stock counting activities directly in point of sale (POS) and eliminating the need to use Commerce headquarters

or the Warehousing mobile app.

Box 3: Inventory Adjustment

Issue: In-store displays

The revenue protection team reports that products used for in-store displays are not being removed from sale in the system. As soon as the inventory is selected for a display, it must not be available for sale and must never be re-introduced

for sale. The cost of the inventory must be tracked against the marketing department's budget.

Support inventory adjustments from POS

Business value

Many retailers need the ability to adjust inventory in or out to account for standard business processes such as using store inventory for samples or other purposes where they prefer to perform an adjustment manually as opposed to a sale.

Commerce point of sale (POS) now provides comprehensive in-store inventory management capabilities that are common to the majority of retail customers to eliminate the need for multiple applications in the store.

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/task-mgmt-create-lists>

<https://docs.microsoft.com/en-us/dynamics365-release-plan/2021wave2/commerce/dynamics365-commerce/improved-stock-count-operation-pos>

<https://docs.microsoft.com/en-us/dynamics365-release-plan/2021wave1/commerce/dynamics365-commerce/support-inventory-adjustments-pos>

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## QUESTION 2



A company has recently deployed Microsoft Dynamics 365 Finance. You have been hired as a Systems Administrator. Your role will include the management of the Dynamics 365 system.

You have been asked by the Finance Manager to configure invoice matching validation to check for discrepancies between vendor invoices, purchase orders and product receipts.

The configuration must meet the following requirements:

1.  
Compare the invoice amount of the invoice to the purchase order.
2.  
Compare the total discount of the invoice to the purchase order.
3.  
Compare the sales taxes of the invoice to the purchase order Which of the following validation methods should you configure?
  - A. Charges matching
  - B. Two-way line level matching
  - C. Invoice totals matching
  - D. Three-way line level matching

Correct Answer: C

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### QUESTION 3

#### HOTSPOT

A company deploys a business-to-business (B2B) e-commerce website by using Dynamics 365 Commerce.

A customer uses the online form to submit a request to become a business partner.

You need to complete the onboarding process for the customer.

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

NOTE: Each correct selection is worth one point.

Hot Area:



**Answer Area**

**Onboarding process**

**Action**

Generate the request.

|  |
|--|
| Run the 1010-Customers distribution schedule batch job.                        |
| Run the Retail document operation processing batch job.                        |
| Run the Submit proposed customer changes batch job.                            |
| Run the Synchronize customers and business partners from async mode batch job. |

Review the request.

|                             |
|-----------------------------|
| Review the customer record. |
| Review the lead record.     |
| Review the prospect record. |
| Review the supplier record. |

Accept the request.

|   |
|---|
| Change the status of the lead to Qualify.                                 |
| Convert the prospect to a customer.                                       |
| On the customer record, set the Invoice and delivery on hold value to No. |
| On the prospect record, select the Approve action.                        |

Correct Answer:

**Answer Area**

**Onboarding process**

**Action**

Generate the request.

|  |
|--|
| Run the 1010-Customers distribution schedule batch job.                        |
| Run the Retail document operation processing batch job.                        |
| Run the Submit proposed customer changes batch job.                            |
| Run the Synchronize customers and business partners from async mode batch job. |

Review the request.

|                             |
|-----------------------------|
| Review the customer record. |
| Review the lead record.     |
| Review the prospect record. |
| Review the supplier record. |

Accept the request.

|   |
|---|
| Change the status of the lead to Qualify.                                 |
| Convert the prospect to a customer.                                       |
| On the customer record, set the Invoice and delivery on hold value to No. |
| On the prospect record, select the Approve action.                        |

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/b2b/manage-b2b-users>



#### QUESTION 4

A company has a Dynamics 365 Commerce e-commerce website. Several of the site's pages must include the following design features:

1.

Each page must have exactly six modules.

2.

All modules must be of the same type and must be positioned in the same order.

3.

All content for two of the modules must be the same for all pages.

4.

The remaining modules must have content that varies for each page.

You need to ensure consistency across the different pages and speed up the creation process.

What should you do?

- A. Create a page fragment to re-use on the pages.
- B. Create a layout. Select the layout when creating the pages.
- C. Create a template. Select the template when creating the pages.
- D. Develop new modules to use on the pages.

Correct Answer: C

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/templates-layouts-overview>

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#### QUESTION 5

You work as the Procurements Manager for a company. The company uses Microsoft Dynamics 365 Finance for its accounting system.

The company purchases several different products from a vendor.

The vendor has agreed to give you a 10% discount if you purchase more than \$10,000 worth of goods in a calendar month.

You need to configure a purchase agreement in Microsoft Dynamics 365 Finance.

Which of the following commitment types should you select in the purchase agreement?

- A. Product quantity



B. Product value

C. Product category value

D. Value

Correct Answer: D

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