



MB6-897^{Q&As}

Microsoft Dynamics 365 for Retail

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QUESTION 1

You need to link a discount promotion to a product category.

Which two hierarchies can you use? Each correct answer presents a complete solution.

- A. sales category hierarchy
- B. retail product hierarchy
- C. retail channel navigation hierarchy
- D. supplemental retail hierarchy

Correct Answer: BD

Reference: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/retail/retail-discounts-overview>

QUESTION 2

Which three points of sale (POS) operations can you void? Each correct answer presents a complete solution.

- A. entire transaction
- B. bank drop
- C. line items
- D. safe drop
- E. payment

Correct Answer: ACE

QUESTION 3

A sales order has the detailed status set to Open order. What does it mean?

- A. The order is on the process of being created or modified.
- B. The order is awaiting payment authorization.
- C. The order is ready to be picked, packed, or invoiced.
- D. The order has a future order date and will be processed in the future.

Correct Answer: D

QUESTION 4



A company announces on September 1 that it plans to add a new division on December 1. You add the following information to the existing organizational hierarchy:

1.
a time zone
2.
a description of the change
3.
an effective date of December 1 for the new division

What happens to your changes after you click the Publish button on the Publish changes form?

- A. The hierarchy changes are published immediately and the changes are implemented November 30.
- B. The hierarchy changes are published and implemented immediately.
- C. The hierarchy changes are published immediately and the changes are implemented December 1.
- D. The changes made on the hierarchy stay in Draft mode until December 1.

Correct Answer: C

QUESTION 5

You calculate Recency, Frequency, and Monetary (RFM) scoring by using a 1 through 5 point scale. What are the buying habits of a customer that has an RFM score 515?

- A. The customer has made a purchase recently but does make frequent orders. Their order total is higher than the average customer.
- B. The customer has made a purchase recently but does not make frequent orders. Their order total is lower than the average customer.
- C. The customer has not made a purchase recently but makes frequent orders. Their order total is higher than the average customer.
- D. The customer has made a purchase recently and makes frequent orders. Their order total is lower than the average customer.

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/unified-operations/retail/set-up-rfm-analysis>

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