



→ MANUFACTURING

1. What is the difference between assemble-to-order versus assemble-to-stock?

Assemble-to-order is used for items that you do not want to stock because you want to minimize inventory costs or because you expect to customize the assembly item in response to customer requests.

Assemble-to-stock is used for items that you want to assemble and put in inventory before a sale, but where the assembly process is too simple to justify that the manufacturing functionality be used.

2. Is it possible to manage bill of material with different BOM and routing version?

Yes, User can easily manage BOM with different BOM version and also check the history of BOM.

3. How Dynamics NAV support to capacity planning?

Yes, user can easily manage work centre and machine centre and easily view loads and the task list for the capacities, also manage WorkCentre calendar.

4. What is Work Centres?

Work centres are specific locations where work can be performed. Users might set up work centres cards for:

- Machines
- Group of Machines
- People

Production orders are scheduled in work centres through routings. Work centres may also have machine centres on a discrete basis, or have the machine centres roll up to include the availability of the work centres (using the consolidated calendar).

Each work centre must be assigned a work centre group. The work centre group calendar is the sum all of the calendars of all of the work centres assigned to it.

If machine centres are used, the total capacity of the work centre is the sum of the assigned machine centres. Machine

5. How to change the production order status?

There are two methods to change the production order status.

The first method is to change the status in the current production order by clicking Change Status in the Process action group. Allows the user to select the desired status for this production order from the window. Enter the appropriate Posting Date and select whether the unit costs of this production order are updated by placing a check mark in the Update Unit Cost field.

The second method is to utilize the Change Production Order Status batch job. Multiple orders can be changed simultaneously using this batch job. Use the following steps to run this batch job:



1. In the navigation pane, click the Departments button.
2. Go to Manufacturing > Execution>Tasks>Change Production Order Status.
3. Select the Status of the production orders to define a filter on the lines of the form to view in the Status filter field. For example, in the Status Filter field, select Firm Planned.
4. To define the filter on the lines, enter dates in the Must Start Before and Ends Before fields.
5. Select the production orders you want to update by highlighting each order or pressing Ctrl and clicking on each order line to select several production orders.
6. Go to Actions > Functions > Change Status.
7. Type the appropriate Posting Date.

6. What is output journal and how it works in Dynamics NAV 2013?

As with material consumption, output can be recorded manually or automatically. Note that users can define individual flushing methods on the machine and work centre cards. The program copies the flushing method from the Machine Centre or Work Centre card to the Production Order Routing when refreshing.

As is the case with component consumption, there are three reporting methods for output:

- Forward
- Backward
- Manual

The Forward method is the expected output (and time), which is automatically recorded at the release of a Production Order.

The Backward method is the expected output (and time), which is automatically recorded at the finish of a Production Order.

The Manual method uses the Output Journal to specify time consumed and quantity produced.

It is possible to use any combination of automatic flushing and manually recorded information for both consumption and output.



→ SALES & MARKETING

1. What is Sales & Receivables Setup?

Sales & Receivables Setup based on their established practices, companies must specify how they want the program to support them in managing different aspects of their sales transactions. These are general setup options the program applies to all sales transactions, regardless of the item or customer.

2. How to create the Sales Order?

Sales orders can be created manually or, generated from Sales Quotes and Blanket Sales Orders. Creating a sales order manually is the same as creating a quote or blanket order except the Make Order function is not necessary.

3. How to use and process the information in the sales price worksheet?

The sales price worksheet provides an overview of the existing pricing structure (either based on item prices or sales prices). This is where you can change and test price information in a consistent and efficient manner. Information can be manually entered or it can be suggested by batch jobs, and then applied by using the Implement Price Change batch job.

4. Why non stock item processing should be used?

By using nonstock processing, companies can order, ship, and invoice items that are not part of their regular inventory.

5. What is the primary purpose of using the Item Charges functionality?

To account for both inventoriable and non-inventoriable cost incurred for purchase and sale transactions, respectively.

6. How to manage Sales Return Order?

Dynamics NAV provides facility to create a sales return order, so user can compensate a customer for wrong or damaged items. Items can be received against the posted sales shipment.

7. How to manage contact and their classification?

Record your contact information for all business relationships.

User can also:

- Specify the individual people related to each contact.
- Get an automatic alert if you enter contact information that already exists with the duplicate check function.



- Sort your contacts into categories, and automatically classify your customers based on criteria you specify.

8. How to do task and opportunity management?

Opportunity: Keep track of sales opportunities. Section your sales processes into different stages, and use this information to get an overview and manage your sales opportunities.

Task Management - Organize the tasks related to your sales and marketing activities. Create to-do lists for yourself and assign tasks to other users or teams of users. Systems will automatically create recurring to-do items and activities consisting of several to-do items.



→ SUBCONTRACTING

1. Does Dynamics NAV 2013 has subcontracting functionality?

Subcontracting is the outsourcing process where company does not have in-house facility to per that particular operation. Microsoft Dynamics NAV 2013 has the complete subcontracting functionality including required Indian statutory compliances.

2. How to track stock at vendor location?

It is easy to track out material consumption from the location from the specific report like "job work stock statement", which gives users to item stock details about what is sent, receipt and remaining available at subcontractor's location.



→ PURCHASE

1. What are the purchase transaction handling in Dynamics NAV 2013?

Purchase Order Management: This includes documents, such as quotes, blanket orders, and purchase orders that support purchasing agents in efficiently managing purchases. It also provides the facility for: – Partial order receipt – Separation between receiving and invoicing – Combined invoicing

Alternative Order Addresses: This facilitates handling purchase orders toward vendors with several alternative shipping addresses.

Alternative Vendors: This supports purchase situations where the same item is supplied by several different vendors.

Salespeople/Purchasers: This enables collection of purchase statistics at an individual purchasing agent level.

Purchase Line Pricing: This helps maintain and manage alternative purchase prices negotiated and agreed upon with individual vendors.

Purchase Line Discounting: This helps maintain and manage purchase discounts that are percentage-based, negotiated, and agreed upon with individual vendors.

2. Where do you define how discounts are posted to the general ledger?

In the Discount Posting field in Purchases & Payables Setup.

3. Which date formula is used to calculate transfer order receipts?

Shipment date + outbound warehouse handling time + shipping time + inbound warehouse handling time = receipt date

4. How do you make sure that Microsoft Dynamics NAV automatically values inventory increases at zero cost in a return situation?

Select the Inventory Value Zero check box on the relevant Return Reason Code.

5. What is the use of Planning worksheet and how it works?

Requisition worksheet which will be helpful to identify the requirement from the different areas and suggest the required item and qty. with expected receipt date.

- Automate the requisition process. Generate suggested purchases based on a variety of data, such as minimum and maximum quantities and reorder quantities.
- Calculate Plan – Req. Wksh. batch job - This batch jobs generates the requisition lines and the action messages in the requisition worksheet.



→ WAREHOUSE

1. What is Warehouse Management System in Dynamics NAV 2013?

Warehouse Management Systems (WMS) contains a comprehensive set of features to administer workflow-based inbound, internal, and outbound warehouse activities in complex warehouse environments. It includes advanced warehouse functionality, such as calculated picks and moves, bin ranking, cross docking.

2. How to do internal picking and put away?

Yes, User can create pick and put-away orders for internal purposes, without using a source document (such as a purchase order or a sales order). For example, pick items for testing or put away production output.

3. Is it possible to make adjustment of inventory after physical count?

Yes, it is possible to manage adjustment through Physical Cycle counting functionality in Dynamics NAV 2013