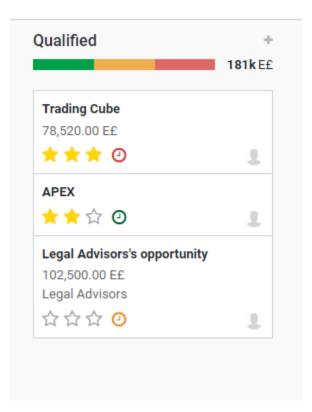# Latest Version: 7.0

Question: 1

How many Quotations and Sales Orders could be created for an opportunity?

A. Multiple Quotations, and Single Sales Order
B. Multiple Quotations, and Multiple Sales Orders

Answer: B

Question: 2

What of the below is FALSE regarding the colors on the Stage par?

A. When the user clicks on a color, the opportunities related to it will be highlighted and listed first
B. The colors represent the activities planned on these stage opportunities, the Green is Future Activities, Orange is Today Activities, and Red is Overdue Activities
C. The colors represent the Expiration of the Quotations on the opportunities, the Green is Unexpired Quotations, Orange is Quotations expiring Today, and Red is Expired Quotations

Question: 3

What are the Opportunities that will appear on the Contact form smart button of the Customer?

A. The Won and Active opportunities only
B. The Won, Active, and Lost opportunities

Answer: A

Question: 4

Can you add a Sales Order with a Delivery Address other than the customer's main address?

A. Yes, by define a new Delivery Address on the customer contact and select it on the Sales Order
B. Yes, but only one Delivery Address is defined per customer, and will be added to all its Sales Orders
C. No, the Delivery Address will be the Company Address

Answer: A

Question: 5

Can you determine which Warehouse the delivery will be made from on a Sales Order?

A. No, the delivery is done only from the Main Warehouse
B. Yes, by selecting the Warehouse on the Delivery options on the Sale Order
C. Yes, by using the Putaway Rules

Answer: B

Question: 6

If you already added lines to the Sales Order, will the lines' prices be adapted automatically if you changed the pricelist?

A. No, the user must delete the lines and add them again
B. Yes, Odoo will automatically update the lines with the Save
C. No, the user must delete the lines and add them again, or he can click on (Update Prices) button next to the Pricelist field

Question: 7

What is the effect of this pricelist on a Product with a Cost of $739?

Price Computation

Compute Price	Formula		Based on	Cost	

The computed price is expressed in the default Unit of Measure of the product.

New Price =	Cost -	Price Discount	-30.00 %	+	-0.10
Rounding Method	1.00	Min. Margin	0.00	Max. Margin	0.00

A. The sales price will be $960.90
B. The sales price will be $960.80
C. The sales price will be $960.70

Answer: A

Question: 8

What will be the delivery Scheduled Date when confirming an order on April 1st with a product that has 5 days as a Customer Lead Time, and a Security Lead Time for Sales as 2 days?

A. April 3rd
B. April 6th
C. April 4th

Answer: C

Question: 9

What is the effect of this product configuration?

Operations

Routes
- ☐ Dropship
- ☐ Manufacture
- ☐ Resupply Subcontractor on Order
- ☑ Buy
- ☑ Replenish on Order (MTO)
- ☐ Main: Resupply Subcontractor
- ➜ View Diagram

A. If a Sales Order is confirmed for this product, a Manufacturing Order will be auto-generated
B. If a Manufacturing Order is confirmed for this product, an RFQ will be auto-generated
C. If a reordering rule set on the product is triggered, an RFQ will be auto-generated

Answer: C

Question: 10

What is the effect of this product configuration?

Operations

Routes
- ☐ Dropship
- ☑ Manufacture
- ☐ Resupply Subcontractor on Order
- ☐ Buy
- ☑ Replenish on Order (MTO)
- ☐ Main: Resupply Subcontractor
- ➜ View Diagram

A. If a Sales Order is confirmed for this product, a Manufacturing Order will be auto-generated
B. If a Manufacturing Order is confirmed for this product, an RFQ will be auto-generated
C. If a reordering rule set on the product is triggered, an RFQ will be auto-generated

Answer: A