

Exam MB-330 All Actual Questions(2025/10/23)

Question #1

Topic 14

Introductory Info

This is a case study. Case studies are not timed separately. You can use as much exam time as you would like to complete each case. However, there may be additional case studies and sections on this exam. You must manage your time to ensure that you are able to complete all questions included on this exam in the time provided.

To answer the questions included in a case study, you will need to reference information that is provided in the case study. Case studies might contain exhibits and other resources that provide more information about the scenario that is described in the case study. Each question is independent of the other questions in this case study.

At the end of this case study, a review screen will appear. This screen allows you to review your answers and to make changes before you move to the next section of the exam. After you begin a new section, you cannot return to this section.

To start the case study -

To display the first question in this case study, click the Next button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information such as business requirements, existing environment, and problem statements. If the case study has an All Information tab, note that the information displayed is identical to the information displayed on the subsequent tabs. When you are ready to answer a question, click the Question button to return to the question.

Background -

Adventure Works Cycles builds stock and custom mountain bikes and is headquartered in San Diego. It has the following assembly and warehouse locations:

Denver, Colorado, United States

San Diego, California, United States

Budapest, Hungary

Most manufacturing is outsourced, with each facility only assembling the bikes. Parts are stocked at all facilities and may be transferred between warehouses or legal entities. All of the parts are at standard cost.

Current environment. Organizational structure

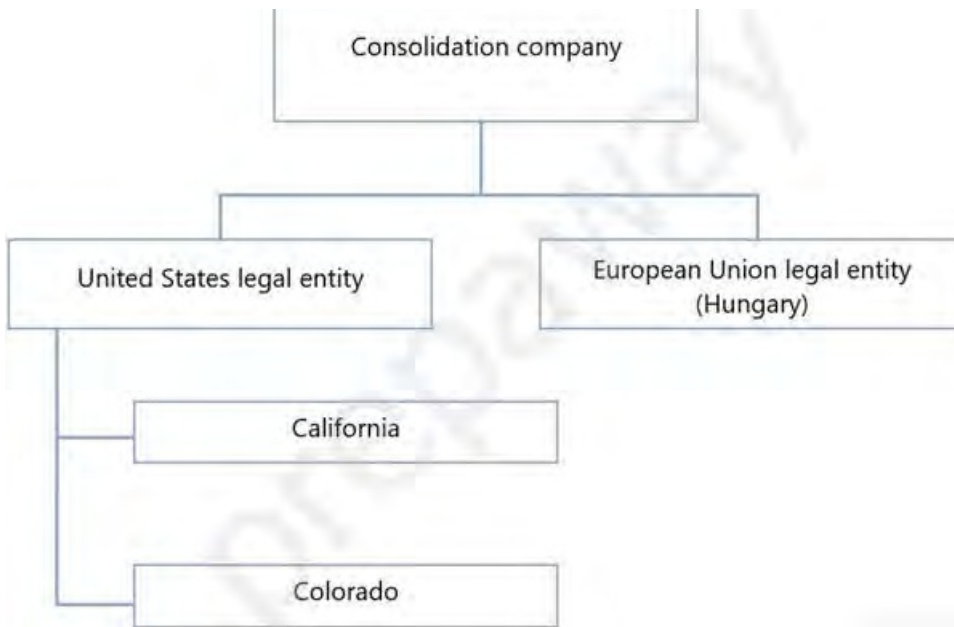
The following diagram shows the structure of Adventure Works Cycles.

Each of the physical locations in the United States (US) is a warehouse.

Hungary assembles and distributes products to the rest of the European Union (EU).

The EU legal entity is expected to add additional warehouse locations.

All legal entities roll up to a financial consolidation company.



Current environment. Purchasing -

Higher quality tires that are used in new orders have become popular. Due to the volume of orders, the company wants to negotiate pricing with VendorC. The vendor agrees to a discounted price for 500 tires purchased within the next six months. Once the 500 tires have been purchased, the discount will be re - evaluated based on demand.

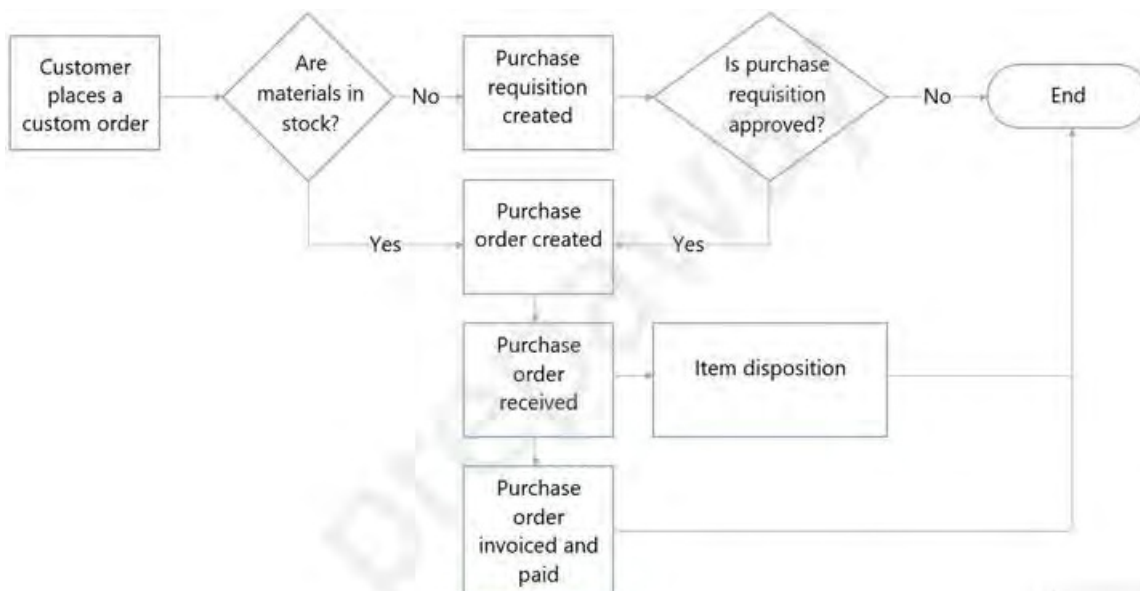
Once a purchase is approved, for audit purposes it cannot be changed.

Whenever possible, parts are purchased from vendors also within the EU. A purchase order was placed for a bike seat manufacturer in Italy.

Parts for custom orders may not always be kept in stock and will need to be procured.

Current environment. Purchase requisitions

The following flow chart depicts the purchase requisition process:



Requirements. Purchasing -

Items for purchase requisitions are governed by each country. Each of the country-specific products will be grouped together for selection.

Purchase orders must follow the requisition process.

All existing purchase orders for brakes must account for the change to VendorB.

Requirements. Inventory -

Standard costs are based on purchase fluctuations within a single month.

Tires use floating zones due to limited warehouse space.

Requirements. Operations -

Due to recent brake failures, Adventure Works Cycles plans to purchase brakes from VendorB instead of VendorA. Although the brakes from Vendor B will continue to use the same item number as the brakes from VendorA, the price is slightly higher from VendorB. Adventure Works Cycles will pay list price from VendorB. The order from VendorB needs approval and the usual approver for purchase requisitions is on vacation.

All brakes from VendorA that are in stock must be tested. The process for brake testing must be implemented for all inbound orders. Quality orders must be automatically created upon receipt of the first shipment against a purchase order only.

Inventory stocking locations must be consolidated after the brakes are tested.

UserC needs to consolidate brake inventory after it has been cleared for sale.

Ordering of the new brakes order will incur an additional cost because it is a rush order.

Requirements. Custom orders -

Custom orders are placed for items that do not exist in the item master.

Hungary does not process custom orders.

The United States does process custom paint orders. Most custom paint colors are special order and require purchase requisitions.

Quotes must be obtained from a minimum of two suppliers per company policy and compared for shipping, costs, and other variables. Quotes will not be selected based on lowest price only.

Issues -

A special order for 2.6 high-end tires is received. This item is no longer in stock from the current vendor.

Goods have been received in stock, but the matching invoice has not yet been received at the time of month close.

UserA needs to set up pricing for the items purchased from VendorC and ensure that accounting validates the receipt and invoice against the agreement.

UserB needs to send out a request for quotation (RFQ) for custom paint. The vendor will be selected based on pricing, volume discounts, and lead time.

Question

HOTSPOT -

Negotiations with the vendor are complete.

You need to set up the new price for tires.

What should you configure to meet the business requirements? To answer, select the appropriate options in the area.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Setting	Value										
Agreement type	<table border="1"><tr><td></td><td>▼</td></tr><tr><td colspan="2">Purchase</td></tr><tr><td colspan="2">Sales</td></tr><tr><td colspan="2">Trade</td></tr></table>		▼	Purchase		Sales		Trade			
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Answer Area

	Setting	Value										
Correct Answer:	Agreement type	<table border="1"><tr><td></td><td>▼</td></tr><tr><td>Purchase</td><td></td></tr><tr><td>Sales</td><td></td></tr><tr><td>Trade</td><td></td></tr></table>		▼	Purchase		Sales		Trade			
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Expiration date												
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To date												

Reference:

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/procurement/purchase-agreements>

Comments

6caf793 8 months, 2 weeks ago

Q1: Purchase

Q2: Expiration date

upvoted 2 times

H_Incandenza 1 year, 5 months ago

It's a purchase agreement, not trade agreement.

You cannot specify a max quantity on a trade agreement. (No, the "from" and "to" quantity is not the same thing.)

The date field is such a stupid question to ask, but, while trade agreement has "from date" and "to date," the purchase agreements uses "effective" and "expiration" date.

upvoted 3 times

cordaxi 2 years, 10 months ago

It is actually talking about the negotiation with Vendor C, trade agreement, and expiration (6 months) is the correct answer.

upvoted 1 times

AntoonvM 3 years, 2 months ago

you may withdraw my comment. I overlooked a part of the text.

upvoted 1 times

AntoonvM 3 years, 2 months ago

I really do not see why this would be a purchase agreement: there is no requirement for a volume so a trade agreement would be more suitable.

As for the date: I would choose the start date because then the agreement can start in the past and would apply to the goods already received. An end date is not required.

upvoted 1 times

V20 2 years, 11 months ago

If you go with the Trade agreement then Q2 = from date, and not "Start Date"

upvoted 2 times

SDK_1234 2 years, 1 month ago

Its a PA Volume and time frame are mentioned: "The vendor agrees to a discounted price for 500 tires purchased within the next six months"

upvoted 1 times

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Question #2

Topic 14

You need to set up the procurement category hierarchy in accordance with company policy.
What should you do?

- A. Add four nodes to the category hierarchy, one for US, one for Hungary, one for California, and one for Colorado.
- B. Create category hierarchy nodes per each country underneath the consolidated legal entity.
- C. Add three nodes to the category hierarchy, one for Hungary, one for California, and one for Colorado.
- D. Create a procurement category hierarchy and assign purchase policy per legal entity only. **Most Voted**

Correct Answer: D

Community vote distribution

D (100%)

Comments

globeearth 5 months, 2 weeks ago

Selected Answer: D

Requirement case-study has 2 points- 1. Items for purchase requisitions are governed by each country. Each of the country-specific products will be grouped together for selection.2. It has company policy. Only option D suits the country wise approach and enforcing policies.

upvoted 1 times

H_Incandenza 1 year, 4 months ago

Granted I'm only skimming, but it isn't clear to me why they need either the procurement categories or the purchasing policies.

The only thing that remotely stands out is that they are using a purchase requisition workflow, which perhaps could require policy rules. But to me, there's not enough detail such that any one policy rule jumps off the page as required.

upvoted 1 times

mondays 1 year ago

Requirement: Items for purchase requisitions are governed by each country. Each of the country-specific products will be grouped together for selection
Sounds like Proc categories?

Create category hierarchy nodes per each country underneath the consolidated legal entity

upvoted 1 times

mondays 1 year ago

could also be D :(
upvoted 1 times

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Question #3

Topic 14

HOTSPOT -

You need to define the value of the brakes.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Setting	Value
Price	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #cccccc; padding: 2px; display: flex; justify-content: space-between; align-items: center;"> ▼ </div> <div style="padding: 2px;"> Default purchase price Price group Purchase agreement Trade agreement </div> </div>
Purchase price variance	<div style="border: 1px solid black; padding: 2px;"> <div style="background-color: #cccccc; padding: 2px; display: flex; justify-content: space-between; align-items: center;"> ▼ </div> <div style="padding: 2px;"> Active cost Inventory close Inventory recalculation Movement Journal </div> </div>

Answer Area

Setting Value

Price

 ▼
Default purchase price Price group Purchase agreement Trade agreement

Correct Answer: