2 Days | Trade in Microsoft Dynamics NAV 2013

This two-day instructor-led training (ILT) course provides applicants with the knowledge and skills to handle the purchase, sale, and return of inventory. Applicants will learn how to manage sales and purchase transactions, including prices and discounts, item charges and order promising. Requisition management will be covered, as well as returns management and customer service features.

Course Details
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Course Outline

Module 1: Sales Order Management This module examines the setup of and transactions in Sales Order Management, including blanket sales orders, sales order shipments, drop shipments, and prepayments. Lessons Set Up Sales Order Management Manage Sales Transactions Item Reservation Posting Orders Drop Shipments Customer Prepayments Lab : Create and Convert a Blanket Sales Order Lab : Reserve an Item on a Sales Order Lab : Ship and Invoice a Sales Order After completing this module, students will be able to: Review the setup of Sales Order Management. This includes customers, shipping options, reservation rules, customer posting groups, and salespeople. Explain and process sales quotes and blanket sales orders, and review sales order information. Describe how to reserve items on a sales order. Explain how to post a sales order shipment. Describe and show how to combine shipments into one invoice. Explain and demonstrate the drop shipment process. Show how to process prepayments on a sales order.

Module 2: Sales Prices and Discounts This module explores Microsoft Dynamics NAV pricing and discount features. Lessons Sales Prices Maintain Sales Prices Sales Line Discounts Invoice Discounts Lab : Manage Sales Prices Lab : Update Sales Prices Lab : Offer the Best Available Price to a Customer After completing this module, students will be able to: Define sales prices and set up sales prices and customer price groups. Explain how to maintain sales prices by using the sales price worksheet. Describe and set up line discounts. Explain how invoice discounts are used.

Module 3: Customer Service Features This module explores customer service features in Microsoft Dynamics NAV 2013, which include the substitution of one item with another, item cross reference, and nonstock items. Companies can manage the sale of nonstock items in two ways

Who Should Attend

The intended audience includes individuals wanting to learn the basic features and to develop a working knowledge of the typical day-to-day procedures required to effectively use Microsoft Dynamics NAV Trade.

Pre Requisite

Before attending this course, students must have: Attended or knowledge of course Introduction in Microsoft Dynamics NAV 2013 Attended or knowledge of course Finance Essentials in Microsoft Dynamics NAV 2013 Basic knowledge of distribution and logistics

Exams

Microsoft Certified Professional (MCP) []

NCR)-122016,India

Date - Jun 13, 2025