

BPH_EPS1 – questions Summer term 2018

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All questions could be studied with the help of related study materials handed over to students during lessons held in Brno (Summer term 2018).

Will be shortly reviewed (explained) during last remaining lessons (11.5.2018) taking into consideration, that partly date 11.5.18 is assigned to seminar work presentation (3 students).

Next week starting on 14.5.2018 are so far assigned for the final exams (preliminarily 18.5. and 25.5.2018). Important parts of below specified questions (TOC and CCMP) may be found in your Seminar works, which was assigned to you and I was happy , that all has been handed over to me, presented (so far 3) and defended and remarked (revised) by your tutor.

Resources (actual to 4.5.2018). All files in below presented study material list were used during theoretical and practical lessons of or will be still used till the end of course BPH_EPS1 (Budgeting).

Below listed material corresponds to all MS Dynamics NAV 2016w1 functions and its impact to operation management during practical lessons. This list have to be used for MS Dynamics NAV 2016w1 studies.














Mind you, that **access to MS Dynamics NAV 2016w1** English version (British local currency and English database) **is possible also in in web version and the way how to access has been presented at the beginning of the course. (ID=student and password=P@ssword1).**

From this table mentioned below it is visible and clear that all listed passages were trained and shown during MS Dynamics NAV 2016w1 system hands on seminars.

I have also handed over to study instruction manual describing how to implement Windows version of MS Dynamics NAV 2016 w1to your personal computers (notebooks)

All student are kindly asked to check if all listed files have been uploaded to Study material folders. If not, report immediately to tutor.

Listing of Practice Resources (ERP MS Dynamics NAV 2016w1 (mapping questions-resources – see list of questions below)

Název položky	Datum změny
 Basic NAV principles_Account Schedule_basics_RTC_Version_English_20180504	4.5.2018 11:24
 PARETO ANALYSIS MS Dynamcis NAV_simple example_How to do it_20180427	27.4.2018 7:59
 Simple scenario Accounting Schedules ERP MS NAV_ENG_2016_2017_20180427	25.4.2018 11:12
 Introduction MS Dynamics_Discounts_NAV RTC 20171025	13.4.2018 11:22
 Simple scenario (Financial Journal use) ERP Microsoft Dynamics NAV_20180406	4.4.2018 10:17
 Introduction MS Dynamics_Basic payment by use of Journal_NAV RTC 20171018	4.4.2018 10:07
	23.3.2018 8:19
	23.3.2018 8:17
 Introduction MS Dynamics IX_Transfer_Orders_NAV 20180316	16.3.2018 11:12
 Introduction MS Dynamics_Purchase_NAV RTC 20170926	2.3.2018 10:57
 Simple scenario of the first and second ERP Microsoft Dynamics NAV session II.	23.2.2018 10:39
 Introduction scenario MS Dynamics_NAV_20170222	20.2.2018 15:11
 How to access web client of MS Dynamics NAV 2016w1_20180220	19.2.2018 11:26
 Introduction MS Dynamics_Sales_NAV RTC 20171003	11.10.2017 19:08
 MS Dynamics NAV Introduction 1	19.9.2017 12:15

Mind you, that file Basic NAV principles used 4.5.2018 will be used also on 11.5. (Second part of the material is devoted to basic budgeting principles)

And finally Introduction MS Dynamics Basic payment was part of the tuition on 4.4. and uploaded 4.5.2018.

As it was already mentioned, most of the presented functionalities and principles are covered listed files step-by-step scenarios. These materials serve as ERP MS Dynamics NAV 2016w1 “**cookbook**” and were uploaded to the study material directory as well.

Practice Questions MS Dynamics NAV 2016xw1 (RTC)

1. Modularity of the ERP systems. What areas can be controlled by ERP MS Dynamics NAV 2016.
2. Use of searching window to find application areas.
3. Main windows (forms) used in ERP and syntax for Debits and Credits (posted General Ledger Entries) – show card window, line window, matrix window (e.g. *Item by location from Item cards*), header and line window (form and sub-form, which is basic structure for every NAV document (*Sales Order, Purchase Order, Credit Note, Contact Card (CRM), Transfer Order,..*))
4. Main tables (*Item, Customer and Vendor- basic data field such as **Balance**, Basic unit of measure, Payment condition, Costing Methods and so on. You can use any time Help which can be accessed by key F1 from filed in questions for better and more concise presentation!!*)

5. Purchase of an item and impacts of F9 (posting) -> item and vendor entries, G/L entries. *Create new Purchase Order and show all impacts (Item ledger entries, General Ledger entries and Vendor Ledger Entry!)*
6. Sale of an item and impacts of F9 (posting) -> item and customer entries, G/L entries *Create new Sales Order and show all impacts (Item ledger entries, General Ledger entries and Customer Ledger Entry!)*
7. Payment of the open entry (Customer or Vendor) by use of the Financial Journal and impacts. Show how to get payment from chosen Customer with non-zero Balance on Customer Card. Explain what is the meaning of the Open entry field in Customer (Vendor) ledger entries!
8. All presented discounts (price, line in % and invoice) and the use of this incentives! *What kind of discounts do we have in MS Dynamics NAV 2016w1? Show setup of discount specified by examiner and impact of applied discount in sales lines!*
9. Contact Card and its profile and use of it. Connection to Customer (Vendor) card. *What is use of contact card profile? How the contact card is connected to Customer? Pareto analysis?*
10. What is an Opportunity and Sales cycle? *(Show from Contact card or Salesperson card) and how to create a new interaction from the contact card (use of wizard))?* *Use already created Opportunities, where you can easily access Sales Cycles from the opportunity lines (see main hotkeys short-hands).* Explain how you can create profile which can split up customers into 3 levels (A,B and C- simple example of Pareto analysis- this can be use also in question 18 in theoretical section)
11. Transfer Order *(Present to examiner transfer of chosen item from Blue to Red Location).* *After Transfer Order will be posted (F9) show by use Ctrl-F7 created item entries! How many item entries will be created during transfer?*
12. Account schedule. Start chosen Account schedule. *Name of the analysis and its template and how to edit it and see data by overview).* *Explain benefits and use of it.*
13. Explain and show basic use and benefits of Budgets.
14. Explain concisely basic use of use of dimensions and related analysis.

Listing of Theory Resources – will be used below to show you mapping knowledge –resources. If some resource was presented only for MPH_AOPR, then it will be marked by **RED TEXT ONLY MPH_AOPR** !!!!

- A. [Operation Management Introduction.](#)
- B. [Theory of Constraints](#)
- C. [Critical Chain \(CCPM\)](#)
- D. [Boston Matrix and Product Life Cycle \(PLC\)](#)
- E. [Ishikawa fishbone diagram and its combination with Pareto Analysis \(2.11.\)](#)
- F. [Pareto Analysis Simplified](#)
- G. **Reserve clause (not used so far)**
- H. [OLAP and Business Intelligence](#)
- I. [Magic Quadrant Matrix from Gartner company](#)
- J. [Kepner-Tregoe Methodology](#)
- K. **Reserve clause (not used so far)**
- L. **Reserve clause (not used so far)**
- M. **Reserve clause (not used so far)**
- N. **Reserve clause (not used so far)**
- O. [Balanced Scorecard principles](#)
- P. **Reserve clause (not used so far)**

Theory Questions (resources A-Q):

Structure of the theory question:

*Comment: Indicative questions which are written below in italics are only ancillary issues!!!!
It is assumed that your answers will be much more complex!!!*

Number	Description:	Resource (slides if required)
1.	Name key OM activities and use of OM :	A
2.	Name key skills, which should be part of OM knowledge portfolio :	A
3.	What is a Deming cycle? What supposed to be your main task in order to improve company processes? :	A, B
4.	Evaluation of the project result. How we can know, that the Project was successful? Consider time, due date, capacities of resources, budgets limits, required knowledge portfolio, changes, and so on:	A, B and C
5.	<i>Reserve clause (not used so far)</i>	
6.	Specify the basic concept of the Theory of Constraints:	B and C <i>Very complex question! It covers among others questions 7,8,9 and also 10.</i>
7.	TOC metrics:	B <i>Name three main metrics and their trends, explain benefits of using this metrics. How to calculate NET Profit and ROI by using these metrics?</i>
8.	Cost World and Throughput World:	B <i>Define and explain differences</i>
9.	TOC five steps:	B
10.	c	
11.	Basic trees (Thinking process tools) – Current Reality Tree, Evaporating Cloud Tree and Future Reality Tree:	B <i>Explain main use and how these trees are constructed. This question is more and less also related to you seminar work!</i>
12.	What is bad multitasking? :	C
13.	Critical path and Critical Chain differences:	C <i>Specify differences between CP and CC!</i>
14.	Use of project buffer (buffer management concept and graph with three zones):	C <i>Specify use of buffers, how the size of buffer is set.</i>
15.	<i>Reserve clause (not used so far)</i>	
16.	Ishikawa fishbone diagram:	E
17.	Boston matrix and Product Life Cycle (PLC). State some examples of PLC:	D
18.	Pareto analysis and its applications (use of PWP presentation Ishikawa allowed):	E – <i>You can show already created PARTEO example in 2016w1(see PWP NAV number 7 (CRM)</i>
19.	OLAP (Business Intelligence):	H <i>Basic principles and use of using BI (Business Intelligence). What is N-dimension cube?</i>

20. Basic principles of Kepner –Tregoe method supporting decision making: **J**
*Must and Want criteria and its use, principles of WHO, WHAT, WHEN, WHERE and EXTENT and Why to distinguish between **It Is** and **It Is Not**.*
21. Magic Gartner Quadrant Matrix: **I**
22. Balanced Scorecard (BSC) basic principles and use. What is **KPI**? Name all four sections of BCS : **O**