# Oracle NetSuite ERP Consultant – Practice Exam

## About this Practice Exam

The practice exam is a helpful resource that provides an example of the format and types of questions that could appear on a NetSuite certification exam. The same authors who created exam questions wrote most of the practice questions. The practice questions illustrate a similar level of difficulty as exam questions. You can refer to the answer key for all practice questions at the end.

Remember, the practice exam might not provide a comprehensive preview of all topics presented on the certification exam. It is recommended that you review all content available in the **Certification Preparation – ERP Consultant** learning path in NetSuite MyLearn before attempting the practice or certification exams.

No practice exam questions will appear on the actual certification exam. Additionally, being able to answer all practice questions correctly does not guarantee a passing score on the certification exam.

## Practice Questions

1) Which three requirements can be addressed using standard NetSuite functionality in accounting preferences?

   A. Automatically Email Drop Ship P.O.s.
   B. Send Order Fulfilled Confirmation Emails.
   C. Send Email Confirmation when Sales Order Updated.
   D. Send Email Confirmation when Sales Order Canceled.
   E. Automatically Email Sales Rep on Sales Order Approval.

2) A company has decided to use the Class segment to track product lines on sales. They would like to force users to enter a value in this field and have configured the system to show the class field at the line level of transactions.

   Which two configurations are required to meet these requirements?

   A. Set a default value based on the Class of the current user.
   B. Enable the accounting preference Make Classes Mandatory.
   C. Disable the accounting preference Make Classes Mandatory.
   D. Create a dummy value called "No Class" to select on transactions where a product line is not applicable.

3) Which action is recommended for undesired accounts in preparing for go-live?

   A. Leave undesired accounts active to avoid disabling features.
   B. Leave undesired accounts active in case transactions post to them.
   C. Inactivate undesired accounts to remove them from searches and reports.
   D. Inactivate undesired accounts to prevent transactions from posting to them.

4) What is a benefit of viewing Chart of Accounts with Show Inactives Marked?

   A. Accounts can be sorted by subsidiary.
   B. The Inline Editing option becomes available.
   C. Amounts posted to inactive default accounts are visible.
   D. Inactive and delete checkboxes can be used to disable features.

5) Which three valid characteristics affect setting up and assigning NetSuite default segments (Department/Class/Location)?

    A. Locations are available for tracking inventory.
    B. Segments can be used to restrict data access.
    C. Segments can be defined in relation to each other.
    D. Only Classes can be configured for Commissions.
    E. Departments can be defined in a hierarchy for reporting purposes.

6) Which segment combinations require SuiteScript?

    A. Limit Account to specific Classes
    B. Limit Class to specific Departments
    C. Limit Account to specific Subsidiaries
    D. Limit Department to specific Subsidiaries

7) Which two statements are true about the Multiple Calendars feature?

    A. Without this feature, Tax Periods are the same as Accounting Periods.
    B. Without this feature, the Tax Years are the same across all subsidiaries.
    C. With this feature, U.S. and Canadian subsidiaries can utilize Tax Period functionality.
    D. With this feature, different fiscal calendar definitions can be used on the same subsidiary for accounting and tax periods.

8) What is the impact of enabling the "Void Transactions Using Reversing Journals" setting?

    A. It displays a VOID button on the transaction and voids the Journal Entry.
    B. It displays a VOID button on the transaction and creates a Reversing Journal Entry.
    C. It displays a CANCEL button on the transaction and allows a manual Journal Entry to be associated.
    D. It displays a CANCEL button on the transaction and negates the GL impact, making the transaction non-posting.

9) All multi-currency features are enabled in a OneWorld account. Given the following image of the NetSuite currencies screen:



| Internal ID | Name | ISO Code | Base Currency | Inactive |
|---|---|---|---|---|
| 1 | USA | USD | Yes | No |
| 2 | British pound | GBP | Yes | No |
| 3 | Canadian Dollar | CAD | Yes | No |
| 4 | Euro | EUR | Yes | No |
| 5 | Mexican Pesos | MXN | No | No |

What does the Base Currency column with a value of "Yes" mean?

A. The currency is used on bank account records.
B. The currency is used on customer or vendor records.
C. The currency is used on subsidiary records or the company information.
D. The currency record was flagged as allowable for setup as a Base Currency.

10) Which functionality is included when the Consolidated Payments feature is enabled?

A. The credit limit set on individual subcustomers records is enforced.
B. Consolidated Unbilled Orders are shown as a sublist on the customer record.
C. The A/R Aging report shows the un-consolidated balance for each subcustomer.
D. Only consolidated statements for the entire customer-subcustomer can be printed.

11) A company has customers with centralized purchasing departments that buy products for multiple locations at the same time. The customers want the products shipped to different locations from the same order.

Which two features and/or functions in NetSuite need to be enabled?

A. Advanced Shipping
B. Shipping Label Integration
C. Multiple Shipping Routes
D. Enable Line Item Shipping

12) A company's corporate policy requires re-approval for any changes made to approved sales orders prior to fulfillment. A sales order was entered, approved and then changed but did not go back through the approval process.

Why did this sales order not go back through the approval process?

A. The change was made by the originator of the sales order.
B. The "Require Re-Approval on edit of Sales Order" preference is not set.
C. The change did not affect the dollar amount of the order; therefore, no re-approval is required.
D. The change was made by a user with Administrator rights.

13) A customer has multiple open sales orders on file. A customer deposit is applied to the wrong sales order.

What is the process to unlink the deposit from the sales order to allow it to be applied to a different one?

A. Delete the Deposit Application record.
B. Change the sales order form to a cash sale.
C. Once linked, deposits cannot be unlinked and need to be credited or deleted.
D. On the Customer Deposit, the sales order field will be a drop down. Choose the appropriate sales order to link it to.

14) What are two considerations for shipping integration?

A. Shipping Items track profitability per Sales Order.
B. Tracking numbers assigned on the Fulfillment flow backward to the Sales Order.
C. Both FedEx and UPS support use of negotiated rates when charging customers for shipping.
D. Shipping Items can be used by multiple subsidiaries, if they have the same base currency.

15) Which statement is true about enabling the Multi-Location Inventory feature?

A. It is recommended to fulfill all open orders after enabling Multi-Location Inventory, before distributing inventory.
B. The quantity and valuation on inventory reports will not include the quantity distributed per locations.
C. The Enable Multi-Location Inventory feature can be enabled any time after enabling the Inventory Feature.
D. The Multi-Location Inventory feature can be disabled any time after distributing inventory.

16) An employee reports eight hours of consulting services for three days to the same customer.

Which two invoicing preferences option will produce an invoice with 24 hours of time at the billable rate?

A. Group Time by Employee
B. Combine Time Items on Invoices
C. Bill Employee Costs To Customer
D. Combine Employee Time on Invoices

17) A company sells yearly service contracts for $1,000 that require a 10% initial fee. These are sometimes discounted. They bill at the end of each month.

How should the billing schedule for this company be configured? Which three settings would be correct? Recurrence frequency is monthly.

A. Initial amount set to $100
B. Initial amount is set to 10%
C. In Arrears is Enabled
D. In Arrears is disabled
E. Recurrence count is 11
F. Recurrence count is 12

18) Match the Revenue Recognition Feature with how it functions.

1. Revenue Arrangement
2. Revenue Elements
3. Revenue Recognition Plan
4. Revenue Recognition Template

A. Shows a list of Revenue Recognition Journal Entries to be generated.
B. Records the information on a revenue arrangement to recognize revenue on an individual item.
C. Records the details of a sale for purposes of revenue allocation and recognition.
D. Generates revenue recognition schedules that determine how revenue should be posted.

19) With credit card integration enabled, what happens when a standalone cash sale (no preceding sales order) is saved with a Credit Card payment type selected?

A. Authorize a credit card only.
B. Charge/capture a credit card only.
C. Authorize and charge/capture a credit card.

20) Which statement is true about the impact of restock is checked on a return line item?

    A. The returned item is added to available inventory.
    B. The returned item is marked as an expense.
    C. The returned item is added to a "Repair" location.
    D. The returned item has no impact on inventory on hand count.

21) What impact does the manager commission schedule have on the commissions a Manager receives?

    A. Manager schedules have no impact on the commission the Manager receives. It is only used for reporting purposes.
    B. Manager schedules calculate commission for Sales Managers based on the sales they make only. Employee commissions do not affect the Manager.
    C. Manager schedules calculate commission for Sales Managers based on the sales made by Sales Reps they supervise as well as the sales they make directly.
    D. Manager schedules calculate commission for Sales Managers based on the sales made by all Sales Reps regardless of reporting structure as well as the sales they make directly.

22) Which Center Type is used to grant Customers access to "My Account"?

    A. Sales Center
    B. Customer Center
    C. Accounting Center
    D. My Account Center
    E. Ecommerce Center

23) A company is a big box retailer of kitchen appliances. Every kitchen appliance sold has a unique 13-digit alpha-numeric code that every consumer must reference when doing the following:
- Registering their product online for a factory warranty
- Returning a defective appliance back to the manufacturer

Which feature most fully meets this company's needs given these requirements and characteristics?

    A. Lot-numbered Inventory
    B. SKU numbers
    C. Serialized Inventory Items
    D. Auto-Generated Numbers

24) A company does quarterly cycle counts for the top three inventory items with the highest turnover. The most recent cycle count resulted in the following inventory discrepancies for these three items:

|  | Cycle Count Qty on Hand | NetSuite Qty On Hand | Difference |
|---|---|---|---|
|  |  |  |  |
| Inventory Item A | 127 | 125 | +2 |
| Inventory Item B | 130 | 133 | -3 |
| Inventory Item C | 145 | 141 | +4 |

Which scenario most closely matches the "best practice" for ensuring accurate inventory quantities?

A. Create a journal entry posted to the asset account of each item for the cost associated with each difference.
B. Create an Inventory Adjustment where each line item represents the item cycle counted and its corresponding difference.
C. As part of the period close process, complete the "Reconcile Inventory" task for the period the cycle count was conducted in.
D. Run the "Inventory Activity Detail" for the quarter the cycle count was conducted in. Edit and Save the oldest transaction for each item. NetSuite will auto-adjust to reflect the current, correct on hand quantities.

25) Which two statements are true about Intercompany Inventory transactions?

A. Drop ship and Special Order are both supported between subsidiaries.
B. Pick, Pack, Ship is an option for intercompany transfers, just as for fulfillments of sales to customers.
C. Inventory must be valued at the same cost in the new subsidiary as the cost in the originating subsidiary.
D. There is an "In Transit" option for inventory, during which time it is not counted as an asset for either subsidiary.

26) Which **three** actions are supported using assembly functionality?

A. including service items as a component in the assembly
B. including components that are serialized or lot-numbered items
C. tracking replacement of one component with another similar component
D. tracking variation in the quantities of components from one batch of assemblies to the next

27) A company wants to introduce tighter controls on their inventory costing by leveraging the "Landed Cost" feature.

Which three statements are true about Landed Cost setup features?

A. Multiple Landed Cost Categories can be applied to an Item Receipt.
B. Landed Cost can be allocated by Weight, Cost, Quantity, or manually overwritten.
C. Multiple Bills can be linked to the same Landed Cost Category on the Item Receipt.
D. Both the Inventory Item, and the Landed Cost Item must be marked Landed Cost = True.
E. A freight bill can be linked to multiple Item Receipts and allocated automatically between them.

28) Match the pricing use-case to the method to determine the quantity pricing. (Not all choices will be used)

A. ___ Pricing is applied according to the quantity included in the line item.
B. ___ Pricing is applied for all line items for the same item on a transaction.
C. ___ Pricing is applied for all items in the same hierarchy.

1. by Line Quantity
2. by Overall Item Quantity
3. by Overall Parent Quantity
4. by Overall Pricing Group Quantity

29) A company's purchasing department creates purchase orders for everything they order and needs to enter the vendor bill prior to the goods being received.

What needs to be configured in NetSuite?

A. Nothing; this is default functionality.
B. Enable Bill in Advance of Receipt functionality.
C. Click Receive and Bill when the vendor invoice arrives.
D. Configure a workflow to allow the bill to be entered prior to receiving the goods.

30) A purchasing department needs to track defective items that are returned to the vendor for replacement or credit. Which setting needs to be configured in NetSuite?

   A. Enable the Vendor Return Authorizations feature
   B. Enable the Credit in Advance of Vendor Return preference
   C. Use the standard Vendor Activity report.
   D. Customize the Inventory Activity Detail to filter by transaction type and add column for Vendor RMA status.
   E. Customize the A/P Register to filter by transaction type Vendor Returns and add a column for Item Name.

31) Which statement is true regarding the Fixed Asset Management setup option to "Restrict Ability to Reject Proposals"?

   A. If this option is checked, only users with the Fixed Asset Management Role can reject proposals.
   B. If this option is **not** selected, all NetSuite users will have the ability to reject asset proposals.
   C. If this option is checked, only NetSuite Administrators can reject proposals
   D. If this option is checked, only users with the "Reject Proposal" permission can reject proposals

32) The Sales Manager of a company manages 4 sales teams.  In order to establish the value of an incentive bonus, she will measure each team's performance using a month-by-month comparison, considering the following information:

   - The increase in company sales since the previous evaluation
   - Each team's relative contribution to the overall results
   - Each team's size

   Which Dashboard feature will provide the information?

   A. KPI Scorecard portlet
   B. Custom Search portlet
   C. A combination of trend graphs and report snapshots
   D. A combination of reminders in the reminder portlet and KPI Meters

33) Match the SQL code with its result:

A. NULLIF
B. IS NULL
C. CASE
D. TO_CHAR
E. DECODE

1. To avoid divide by zero errors: if result is zero, replace with null
2. Returns value based on different conditions
3. Display "Unassigned" in results if blank
4. Display date by day of the week
5. Compares 2 values, then returns specified parameter if they match

34) Which setting on a saved search will email only the assigned Sales Rep when search criteria are met?

A. Specific Recipients tab > Recipient = Sales Rep
B. Recipient from Results tab > Recipient Field = Sales Rep
C. Updated Fields tab > Send On Update field = checked
D. Send Email Alerts When Records are Created/Updated field = checked

35) When building a saved search where "Use Expressions" checkbox = True, **which two** are requirements in the setup?

A. Available Filter in the Filter Region must not use the same field as the Criteria
B. Parentheses must balance
C. Audience must be set to Allow Audience to Edit
D. Parentheses must be used on every line

36) An Invoice Saved Search needs to display the items and original quantities from the sales order.

Which Join relationship in the Results Columns should be used to retrieve the information?

A. Created From Fields...
B. Billing Transaction Fields...
C. Applying Transaction Fields...
D. Applied To Transaction Fields...
E. Fulfilling/Receiving Transaction Fields...

37) A customer needs to report outgoing order information from several warehouse locations. For each warehouse, the report needs to display the following:

- Number of orders
- Number of fulfillments
- Total value of fulfilled orders
- Total volume fulfilled

What is the most efficient solution to fulfill the requirements?

A. Use a custom report based on Quantity Fulfilled Metrics.
B. Use a Saved Search using Summary functionality on the Results Columns.
C. Add a sublist of transactions to Warehouse Location records with a transaction type filter displayed in the footer.
D. Develop a scripted solution creating a custom record to capture the information every time an order is saved and fulfilled.

38) Which formula below would require a custom search formula because it is not supported by a custom report formula?

A. Percent Difference of X $((x-y)/x)*100$
B. Ratio $x/y$
C. Difference $x-y$
D. $(x+y)/40$

39) In order to customize the Sales by Sales Rep Report, to compare Sales results across multiple time periods, which field can be added under Edit Columns to be set with Alternate Date Range options?

A. Date Created
B. Sales Rep
C. Amount (Gross)
D. Date

40) What are two recommended practices when publishing dashboards?

A. Label publishing roles to identify them.
B. Create one publishing role per dashboard.
C. Have one dashboard for the entire organization.
D. Create separate publishing roles for each center.

41) A customer is using Custom Records to track customer satisfaction surveys.

What data will NetSuite show when creating a list view for that Custom Record in the Customer Center?

A. All customer surveys are visible to all customers.
B. Only the customer surveys for the logged in customer.
C. Only the customer surveys for the logged in customer if the customer filter is applied.
D. No customer surveys are returned, as Custom Records cannot be linked to the Customer Center.

42) Match the setting to its definition. Answer options may be used only once.

A. ___ Causes the system to check for conflicting updates when users attempt to save updates to a custom record instance.
B. ___ Allow records to be edited directly when they display as a sublist.
C. ___ Allow records to be edited directly when they display as a list.
D. ___ Tracks all changes made to a record.

1. Enable Optimistic Locking
2. Enable Inline Editing
3. Enable System Notes
4. Allow Child Record Editing

43) A company uses a custom transaction body field to track information on sales orders. The field should populate with the supervisor of the current user.

What is the simplest way to set the default value for this field?

A. Utilize NetSuite's inline editing capabilities.
B. Create a workflow to set the field value using conditional criteria.
C. Create a custom user role and set the employee restriction field to "none - default to own".
D. Set a dynamic default of "Current User's Supervisor" on the "Validation & Defaulting" tab when setting up the custom transaction body field.

44) Which statement is true about custom fields with a display type of disabled?

A. A disabled field can display a default value
B. A disabled field is not available for transaction line (column) fields
C. A mandatory field cannot be disabled unless the field has a default value.
D. If the field does not have default, sourced or custom code information, it will not display on the form.

45) Match the method for restricting a user onto a specific custom form, with the implication of that method.  Use each answer once.

A. Hide or disable the custom form field
B. Clear the Enabled checkbox for all other custom forms under Customize Role > Forms
C. Use the Restricted checkbox under Customize Role > Forms
D. On the custom form, mark Preferred for the user's role

1. Role could get access to other new custom forms
2. Other users, like Administrators, would not be able to switch out of this custom form
3. User still has access to other custom forms
4. This is the best method

46) A company has created a custom HTML form layout for their Sales Order.  When they go to test the form printing and then emailing a sample Sales Order, the printed and the emailed versions look very different.  What would explain this?

A. They forgot to clear their cache before printing the transaction
B. The transaction form is not using the layout they just created in the Print Template field
C. The end user's Home > Set Preferences have the wrong transaction forms selected
D. The customer is in a different subsidiary from the end user

47) A company has two types of customers - Wholesale and Retail. A custom field, "Channel", is created to manage this requirement and is set up on the customer record and on transactions.

The company wants to ensure the correct channel is always selected on the order without scripting. Wholesale customers go through a manual entry and approval process. There are several thousand Retail customers with approximately 400 orders per day.

What is the recommended way this should be implemented?  Choose 2.

A. The Entity Field defaults to Wholesale and is changed to Retail manually.
B. The Transaction field sources the value from the entity.
C. The Transaction field is always set manually.
D. The Entity Field defaults to Retail and is changed to Wholesale manually.

48) What is the impact of using the "Filter Using" setting when creating a custom Transaction Body field, beyond allowing the user to source data onto the transaction?

   A. This field specifies from which field the information is copied.
   B. This field specifies the record type from which information is copied.
   C. This field allows dynamic filtering of the list/record field using multiple attributes.
   D. This field allows the dynamic filtering of the list/record field by a specific attribute.

49) Which format of a custom field ID is recommended by NetSuite?

   A. custbody_[number]
   B. custbody_[field name]
   C. custbody_[date]_[number]
   D. custbody_[company identifier]_[field name]

50) What is the impact of changing an Asset account on item records?

   A. The account will be changed on all transactions using that item.
   B. Only open transactions will have the account changed.
   C. If there are transactions with that item in closed periods, the account cannot be changed on the item record.
   D. The account will be changed for transactions only in open periods; transactions in closed periods will not be changed.

51) Which two can be enabled by NetSuite Customer Support?

   A. Disable Delete All Data.
   B. Bulk Transaction Delete.
   C. Trigger a COGS recalculation.
   D. Recalculate Consolidated Exchange Rates.

52) A customer uses custom fields to track recall information about their items. The Quality Manager needs to know when values have changed and by whom. Some of the data for the item recall is provided by vendors in CSV format.

   Which CSV option should be selected when importing the updated information from the vendor?

   A. Add and Overwrite Sublists
   B. Add and Log System Notes for Custom Fields
   C. Update and Log System Notes for Custom Fields
   D. Add or Update and Validate Mandatory Custom Fields

53) A company has bought a marketing file with lists of potential Lead companies with contact names.  Order the steps for the CSV import.

    A.   ___Plan data file manipulations and import validation process.
    B.   ___Validate Imported Data.
    C.   ___Import Customer records.
    D.   ___Segregate Customer and Contact information into separate data files.
    E.   ___Import Contact Records.

54) Upon Go-Live on NetSuite, a customer wants to run comparative sales reports for month by month, covering the last two years.

Match the approaches with their implications.  Use each answer once.

    A.   ___ Import invoices for last two years.
    B.   ___ Import Journal Entries for each month of last two years.
    C.   ___ Persuade the customer to forego this requirement.
    D.   ___ Import custom records in place of transactions.

    1.   It may require creation of items no longer being sold and it affects GL.
    2.   Enter opening balances dated to two years ago.
    3.   After running NetSuite for two years, comparative reports will then be available
    4.   This will not show on financial reports.

55) Which two permissions will allow a user to impact data in bulk?

    A.  SuiteScript
    B.  Web Query
    C.  CSV Import
    D.  Export Lists
    E.  Publish Search

56) Which two use cases can be met using only custom role configuration (no scripting)?

    A.  Allow to Edit already existing Fulfill Sales Order transaction only, but not Create new Fulfill transactions.
    B.  Use the same custom role for all Sales Reps, automatically limiting them to see only data in their own subsidiary.
    C.  Define some fields on Sales Reps restricted Sales Order form to be editable when in Create mode, but then locked in Edit mode.
    D.  Restrict Sales Manager to Edit and View Orders from only Sales Rep reporting to them, yet allow them to assign Customer to any Sales Rep in the company.

## Answer Key

| | | | | |
|---|---|---|---|---|
| 1 | A, B, D | | 31 | C |
| 2 | B, D | | 32 | A |
| 3 | B | | 33 | A1, B3, C2, D4, E5 |
| 4 | C | | 34 | B |
| 5 | A, B, E | | 35 | A, B |
| 6 | B | | 36 | D |
| 7 | B, D | | 37 | B |
| 8 | B | | 38 | D |
| 9 | C | | 39 | C |
| 10 | C | | 40 | A, D |
| 11 | C, D | | 41 | C |
| 12 | B | | 42 | A1, B4, C2, D3 |
| 13 | B | | 43 | D |
| 14 | B, C | | 44 | A, C, D |
| 15 | C | | 45 | A2, B1, C4, D3 |
| 16 | A, B | | 46 | B |
| 17 | B, C, F | | 47 | B, D |
| 18 | 1C, 2B, 3A, 4D | | 48 | D |
| 19 | C | | 49 | D |
| 20 | A | | 50 | C |
| 21 | C | | 51 | B, C |
| 22 | E | | 52 | C |
| 23 | C | | 53 | A1, B5, C3, D2, E4 |
| 24 | B | | 54 | A1, B2, C3, D4 |
| 25 | A, B | | 55 | A, C |
| 26 | A, B, D | | 56 | B, D |
| 27 | A, B, D | | | |
| 28 | A1, B2, C3 | | | |
| 29 | B | | | |
| 30 | A | | | |