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Question 1

Question Type: MultipleChoice

What is the customer status after creating an Estimate for a Lead record?

Options:

- A- Lead
- B- Prospect
- C- Customer
- D- Contact



Answer:

B

Question 2

Question Type: MultipleChoice

Which feature allows customers to view an online transaction history, get quotes, and make payments within NetSuite?

Options:

- A- Web Site
- B- Payment Center
- C- Customer Hub
- D- Customer Access



Answer:

C

Question 3

Question Type: MultipleChoice

Which value can users enter in Global Search to include inactive records?

Options:

- A- cu:-abc
- B- cu:abc
- C- cu:+abc
- D- cu:abc+

Answer:

D

Question 4

Question Type: MultipleChoice

When setting Customer Statuses under Setup > Sales, What is the default Probability percent for new Lead records?

Options:

- A- 50%
- B- 100%
- C- 25%
- D- 0%

Answer:

D

Question 5

Question Type: MultipleChoice

Which setting allows returned items to be counted as part of inventory?

Options:

- A- Return Authorization Status set to 'Pending Receipt'
- B- Receive Return > Clear 'Discard' checkbox
- C- Receive Return > Check 'Restock' checkbox

D- Location Record > Check 'Make Inventory Available'.

Answer:

C

Question 6

Question Type: MultipleChoice

Which three actions can be accomplished with a CSV Import? (choose 3)



Options:

- A- Add and or Update items.
- B- Add Transactions records.
- C- Update existing entity records.
- D- Delete Customer lead records.

Answer:

A, B, C

Question 7

Question Type: MultipleChoice

Which two statements are true regarding billable line items on invoices? (Pick 2)



Options:

- A- Vendors can enter timesheets.
- B- Employees can bill time to customers in different subsidiaries.
- C- Purchase Orders must be Billed before they can be Invoiced to Customers.
- D- Items must have a Sales Price filled in to appear on the Items to be Billed tab.

Answer:

B, C

Question 8

Question Type: MultipleChoice

Which Subsidiary Restriction type limits a role's access to a selected subsidiary on their Employee record?

Options:

- A- Employee Subsidiary
- B- All
- C- Subsidiary
- D- Selected



Answer:

D

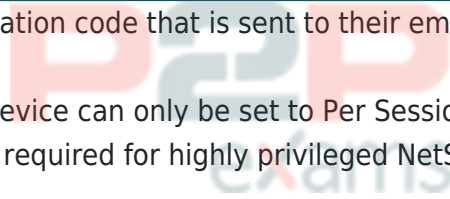
Question 9

Question Type: MultipleChoice

Which statement is true about Two-Factor Authentication?

Options:

- A- The user must enter a verification code that is sent to their email address every time they log in.
- B- The duration of the trusted device can only be set to Per Session.
- C- Two-Factor Authentication is required for highly privileged NetSuite roles (e.g., Sales Administrator).
- D- Users need separate Two-Factor Authentication setups for each account.



Answer:

D

Question 10

Question Type: MultipleChoice

Which feature separates the Shipping and the Billing processes in NetSuite?

Options:

- A- Advanced Accounting
- B- Advanced Shipping Integration
- C- Advanced Billing
- D- Advanced Shipping

Answer:

D



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