Certification Exam Guide

Infor Certified M3 Sales Management and Logistics Consultant

Exam #: M3-131

Target Audience

This exam targets the skills and abilities required by an M3 Sales Management and Logistics Consultant with relevant experience to successfully implement and configure customer solutions to meet the customer's business needs.

Exam Details

- Exam number: M3-131
- Onsite or Online, proctored
- 71 questions
- 90 minute time limit

Schedule and Register

Below are the steps to schedule and register for an onsite or online proctored exam.

- Infor partners: Information on how to request your voucher code can be found here.
- Infor employees: Obtain your coupon code from the Infor Services Career Portal (click the orange Infor Product Certification Program button.)

Onsite

Prior to registering for an exam, please follow the steps below to register for your preferred exam date/time:

1. If required, create a new account by clicking here.

2. If you already have an account, login to Webassessor.

3. Click Register for an Exam.

4. Click Select next to the Onsite Proctored option for the exam you wish to attempt.

5. Search for a test center or choose one of the closest test centers listed and click Select.

6. Select your preferred date and time to attempt the exam. (Test centers set their own testing schedules.)

7. Read and accept the Terms and Conditions and then click Select.

8. If you have an Infor partner voucher code or Infor employee coupon code, enter the code and click Apply.

9. If the exam details are correct, click Checkout.

10. If using a credit card, enter your credit card information and click Submit.

11. After confirming payment, click Done. You will receive a confirmation email with your Test Taker Authorization Code and additional onsite details.

    Please Note:

- Ensure you have your Test Authorization Code with you when you arrive at the test center. You cannot attempt your exam without the Test Authorization Code, and no refund will be provided.
- Please arrive at the test center at least 15 minutes prior to your scheduled exam.
- Parking and other test center specific instructions are included in your confirmation email.

Register here

Online

Prior to registering for an exam, please follow the steps below at least 5 days prior to you preferred exam date/time:

1. Test your Internet connection to ensure your computer meets the required speeds for online testing.

2. Validate you have the required webcam (built-in webcams ARE permitted), microphone (headsets are NOT permitted) and security software installed as outlined on this Kryterion help page.

3. If you encounter any problems, contact Kryterion Support:
   - Email: support@kryteriononline.com
   - Live Chat: https://www.kryteriononline.com/test-taker/online-proctoring-support
   - Phone: 1-877-313-2008 (U.S.) or +001-602-659-4679 (International)

4. If required, create a new account by clicking here.

5. If you already have an account, login to Webassessor.

6. Click Register for an Exam.

7. Click Select next to the Online Proctored option for the exam you wish to attempt.

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14. You will receive a confirmation email.

Register here

Exam Topic Area Summary

The following summarizes the percentage of each topic area included on the exam:

- Setup and Configuration - 68%
- Using - 32%

Related Training and Documentation

Although not required, the following training courses and documentation cover content included in this exam:

- Training courses found on Campus:
  - M3: v13x Manufacturing Foundation
  - M3: v13x Configuring Customer Orders
  - M3: v13x Configuring Warehouse Management and Distribution Orders
  - M3: v13x Configuring Lot and Allocation Control
- Other documentation found on the Infor Support Portal http://inforxtreme.com under Documentation, Infor Documentation Infocenter, or in-application Help:
  - M3 Supply Chain Execution User Guide
  - M3 Supply Chain Planning User Guide
  - M3 Sales Management User Guide
  - Practical experience

Exam Objectives by Topic Area and Resource

This certification exam includes the following exam objectives by topic and resource.

Resource and related exam objective(s)	Topic Area and Percentage	
	Setup and Configuration	Using
	68%	32%
M3: v13x Manufacturing Foundation		
Use the delivery toolbox.	X	
Define the item master.	X	
Set up supply chain rules.	X	
Execute the main process flows in Infor M3.		X
Explain how financial management and control are part of the Infor M3 integrated solution.		X
Explain the concepts of supply chain planning.		X
Describe how Infor M3 is able to manage and integrate the activities within a manufacturing company.		X
M3: v13x Configuring Customer Orders		
Use Supply Chain Policy in Item / Warehouse to link a Manufacturing Order to a Customer Order.	X	
Identify key design considerations for configuring the Sales Management module.	X	
Define the item master.	X	
Set up basic customer order settings.	X	
Set up discount structure.	X	

Resource and related exam objective(s)	Topic Area and Percentage	
	Setup and Configuration	**Using**
	68%	**32%**
Set up dispatch policies.	X	
Set up key fields in the customer master file.	X	
Set up customer order types.	X	
Transform Batch Order Entry.		X
Describe the process flow of CO returns.		X
M3: v13x Configuring Warehouse Management and Distribution Order		
Process a distribution order.	X	
Perform advanced manual packing (predefined packages).	X	
Report and confirm dispatch.	X	
Use lead times to accurately manage the time it takes to acquire an item.	X	
Report system-guided pick and pack.	X	
Release the planned order.	X	
Report goods receipt at the receiving warehouse.	X	
Describe the key functions and process flow of distribution order processing.	X	
Use pick resource planning.	X	
Define key supporting item data for alternate units of measure related/alias items search groups and item hierarchy.	X	
Perform simple manual packing.	X	
Create dispatch policies.	X	
Report an item immediately put in to stock.	X	
Create a dispatch policy and customer order type.	X	
Define settings for pick face replenishment.	X	
Define item warehouse relationships.	X	
Enter a distribution order and reporting picking lists automatically.	X	
Set the parameters related to dispatchable order types and dispatch policies.	X	
Describe key design considerations and parameters related to the company and division relationships to the warehouse structure.		X
Describe the warehouse management process flow.		X
Identify the main programs related to warehouse management configuration for supply chain execution.		X
M3: v13x Configuring Lot and Allocation Control		
Perform wave picking.	X	
Explain the ramifications related to various parameters and settings.	X	
Describe the difference between soft and hard allocation.		X
M3 Supply Chain Execution User Guide		
Describe the basic data and setup required to run the main process flows in Infor M3.		X
Explain up flow and down flow of changes to supply chain orders.		X

Resource and related exam objective(s)	Topic Area and Percentage	
	Setup and Configuration	Using
	68%	32%
Describe the use of Shipments.		X
M3 Supply Chain Planning User Guide		
Describe the warehouse management process flow.		X
M3 Sales Management User Guide		
Transform Batch Order Entry.		X
Explain how to use Payment Proposals and Advance Payments to control deliveries.		X
Practical experience		
Report the removal of an item using picking lists.	X	
Describe examples of using pick face replenishment with non-container managed locations.		X

Questions and Help

Additional Certification Program information is available at www.infor.com/certification

The Certification Program rules, policies, and procedures, including credentials and badging, are available in the Infor Certification Program Guide.

Additional information about Infor Education Services and training courses is available at www.infor.com/education.

If you experience any issues when registering for a certification exam, please contact support@kryteriononline.com.

If you need help registering for a training course, please contact:

- For Americas: EducationAmericas@infor.com
- For Europe, the Middle East and Africa: EducationEMEA@infor.com
- For Asia Pacific: EducationAPAC@infor.com

Sample Questions

The sample questions below provide examples of the types of questions included on the certification exams delivered through the Webassessor testing platform. The correct answers are provided for reference purposes only in the following Key to Sample Questions section. **Note:** The Webassessor platform randomizes all certification question items and answer options during the exam.

1. Which one of the following steps of the process distribution orders process comes after the picking and dispatching step?

   A. ○ Managing distribution orders
   B. ○ Allocating
   C. ○ Receiving
   D. ○ Printing pick list

2. A global order and replenishment flow could consist of many different sub processes. The flow begins with forecasting the demand and includes the following six tasks:

   1. Purchasing
   2. Planning
   3. Selling
   4. Financing
   5. Distributing
   6. Manufacturing

   Which one of the following is the correct order in which those tasks should be performed?

   A. ○ 1, 2, 3, 4, 5, 6
   B. ○ 2, 1, 6, 5, 3, 4
   C. ○ 3, 2, 4, 6, 5, 1
   D. ○ 5, 4, 6, 3, 1, 2
   E. ○ 6, 2, 1, 5, 4, 3

3. Which two of the following selections are available within the supply chain policy? Choose 2 answers.

   A. ☐ FIFO Link
   B. ☐ APS Tolerance
   C. ☐ Material Plan Update
   D. ☐ Customer order type

4. You have configured advanced payments. When the payment document is partially paid (Status 25), which one of the following statuses is the highest status that the customer order can reach before full payment (Status 30)?

   A. ○ Status 22
   B. ○ Status 33
   C. ○ Status 44
   D. ○ Status 66

5. You want to manually invoice a customer for goods being delivered by the warehouse resource who confirms the shipment. Which one of the following programs will the warehouse resource use to create the invoice?

   A. ○ Picking List. Report (MWS420)
   B. ○ CO Invoice.Print (OIS180/E)
   C. ○ Customer Order.Open Toolbox (OIS300/B
   D. ○ Delivery Toolbox.Open (MWS410)

6. Data contained in the customer order lines are taken mainly from the item master and combined with which one of the following other information?

   A. ○ On-hand balance stock
   B. ○ Dispatch policy
   C. ○ Item price
   D. ○ Order types

7. A bakery only makes to order and doesn't hold any inventory of finished goods due to the short shelf life. Following production, their products must remain in incubation for two days before they can be shipped and then distributed to another warehouse in a different country for VAS to be carried out. Which two of the following lead times would normally be used to provide a customer with a confirmed delivery date? Choose 2 answers.

   A. ☐ Postal Lead time
   B. ☐ Supply Lead Time/Aging
   C. ☐ Admin Lead time
   D. ☐ Transport Lead time

8. You are producing fresh food with a very short shelf life. Therefore, you send out product a pallet at a time as it is being produced. Which one of the following options describes this process?

   A. ○ Advanced Packing
   B. ○ Secure Material Availability
   C. ○ Load Building
   D. ○ Cross Docking

9. Which one of the following describes the role of delivery numbers in M3 dispatch handling?

   A. ○ There is no connection between dispatch handling and delivery numbers.
   B. ○ The system will reuse an existing delivery number if the delivery is not in the same direction (inbound/outbound).
   C. ○ Several orders can be attached to the same delivery number regardless if it is defined on the dispatch policy.
   D. ○ Main routines of dispatch handling are controlled by the delivery number.

10. Which one of the following programs control what supply chain event triggers the printing of the delivery note?

    A. ○ Delivery Process Document Control
    B. ○ Dispatch Policy
    C. ○ CO Type
    D. ○ Customer Master

11. Which one of the following settings in OIS010 must you set correctly in order to use CO Type in CO Returns?

    A. ○ Sales Price Rule
    B. ○ Inventory Accounting Code
    C. ○ Status Delivery Order
    D. ○ Auto Level - Invoicing

12. The Acme Company manufactures and sells widgets. Their basic stock keeping unit for the widgets is EA (each) but are packed and sold to a customer in cases. Which <u>two</u> programs can the Acme Company use to facilitate the conversion of these items during order entry process and allow for picking in an alternative unit of measure? Choose 2 answers.

    A. ☐ MMS015
    B. ☐ MMS002
    C. ☐ CRS610
    D. ☐ OIS017
    E. ☐ OIS005

13. You want to activate the use of a dummy item number when an erroneous item is passed through the batch order entry process. Which one of the following options includes the two programs you must configure?

    A. ◯ Settings.Batch Orders & CO Type
    B. ◯ Settings.Customer Order Entry & Batch Order Entry
    C. ◯ Batch Order Entry & CO Type
    D. ◯ CO Type & Settings.Customer Order Entry

14. You want to force customer payment in full before any goods can be dispatched for delivery. You have configured the customer orders Delivery Header to a status = 03. Which one of the following statuses must be assigned to the payment proposal to release the lock and allow delivery?

    A. ◯ status = 10
    B. ◯ status = 25
    C. ◯ status = 20
    D. ◯ status = 17
    E. ◯ status = 30

15. Which one of the following programs is used to set the parameters related to requisition order types and distribution order types?

    A. ◯ Dispatch Policy. Open (MWS010)
    B. ◯ Physical Inventory. Perform (MMS300)
    C. ◯ Req/Distr Order Type. Open (CRS200)
    D. ◯ Stock Transaction. Display History (MWS070)

Key to Sample Questions

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About Infor

Infor is fundamentally changing the way information is published and consumed in the enterprise, helping 70,000 customers in 194 countries improve operations, drive growth, and quickly adapt to changes in business demands. To learn more about Infor, please visit www.infor.com.