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Microsoft Dynamics 365 Fundamentals

Microsoft MB-901

Version Demo

Total Demo Questions: 10

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Topic Break Down

Topic	No. of Questions
Topic 1, Identify Microsoft platform components for Dynamics 365	25
Topic 2, Understand AI and Mixed Reality for Dynamics 365	14
Topic 3, Understand Customer Engagement apps	27
Topic 4, Understand Dynamics 365 Finance and Operations apps	76
Total	142

Your company has recently deployed Microsoft Dynamics 365 Finance. You manage the Dynamics 365 Finance system and provide training for members of the Accounts team.

You are providing training on the cost accounting module in the Dynamics 365 Finance system.

Which of the following can be primary or secondary?

A. Cost element

B. Cost classification

C. Cost control unit

D. Cost behavior

ANSWER: A

DRAG DROP

A company plans to deploy Dynamics 365 Sales.

Match each term to its definition.

Instructions: To answer, drag the appropriate deployment type from the column on the left to its definition on the right. Each deployment type may be used once, more than once, or not at all. Each correct match is worth one point.

NOTE: Each correct selection is worth one point.

Select and Place:

Answer Area

Deployment types	Benefit	Deployment type
online	Remove the dependence on internal IT staff to perform backups.	
on-premises	Simplify investments in licenses.	
	Production and test environment can be provisioned without using internal resources.	

ANSWER:

Answer Area

Deployment types	Benefit	Deployment type
online	Remove the dependence on internal IT staff to perform backups.	online
on-premises	Simplify investments in licenses.	on-premises
	Production and test environment can be provisioned without using internal resources.	online

Explanation:

QUESTION NO: 3

Your company has recently deployed Dynamics 365 Finance.

You are currently establishing the location of work items.

Which two of the following work items are located in Accounts payable?

NOTE: Each correct selection is worth one point.

A. Purchase order.

B. Vendor invoice.

C. Transfer order.

D. Customer Invoice.

E. Sales Order.

ANSWER: A B

QUESTION NO: 4

Your company is planning on deploying Dynamics 365 Finance.

The company wants to ensure that it always has the latest version and features of Dynamics 365 Finance.

You are required to suggest a deployment model for the company.

You suggest an online deployment.

Does your suggestion meet the company's requirements?

A. Yes, it does

B. No, it does not

ANSWER: A

QUESTION NO: 5

You are creating training courses for your company's employees.

Which of the following actions can you perform from Dynamics 365 Human Resources?

A. Set course allowance

B. Publish course materials

C. Create an online portal

D. Set a registration deadline

ANSWER: D

Explanation:

References: https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-learning-courses

QUESTION NO: 6

Your company is considering acquiring Dynamics 365 Sales Insights.

Which three of the following are benefits of using Dynamics 365 Sales Insights? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. Increase conversion and win rates by using AI to prioritize leads and opportunities.

B. Provide end-to-end views of customer journeys.
C Guide sellers on their next course of action with timely and actionable insights.

C. Build stronger relationships with customers and move relationships forward with AI-guided selling.

D. Use AI to analyze communications to identify possible leads.

ANSWER: A C D

Explanation:

Topic 3, Describe model-driven apps

QUESTION NO: 7 - (DRAG DROP)

DRAG DROP

A small pet store wants a solution that meets their finance and sales requirements. They are evaluating Dynamics 365 Finance and Dynamics 365 Business Central.

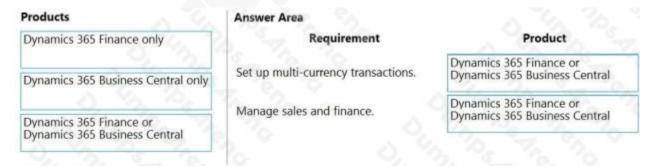You need to recommend solutions for the company.

What should you recommend? To answer, drag the appropriate products to the correct requirements. Each product may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

Select and Place:

Products	Answer Area	
	Requirement	**Product**
Dynamics 365 Finance only		
Dynamics 365 Business Central only	Set up multi-currency transactions.	Product
Dynamics 365 Finance or Dynamics 365 Business Central	Manage sales and finance.	Product

ANSWER:

Products	Answer Area	
	Requirement	**Product**
Dynamics 365 Finance only		
Dynamics 365 Business Central only	Set up multi-currency transactions.	Dynamics 365 Finance or Dynamics 365 Business Central
Dynamics 365 Finance or Dynamics 365 Business Central	Manage sales and finance.	Dynamics 365 Finance or Dynamics 365 Business Central

Explanation:

QUESTION NO: 8

A company plans to deploy Dynamics 365 Customer Service and integrate it with two proprietary apps. The company does not have a virtual private network (VPN) or secure network.

Which two reasons require deploying the app to a private cloud? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. You have an application that only runs on a legacy operating system.

B. Your company has very strict legal and compliance requirements.

C. You do not have an IT security specialist onsite.

D. You do not have access to the internet while working on company computers.

ANSWER: A D

QUESTION NO: 9 - (HOTSPOT)

HOTSPOT

Dynamics 365 Sales supports which scenarios?

For each of the following statements, select Yes if the scenario is supported. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Scenario	Yes	No
You create a lead for a trade show visitor and then close the lead. The customer contacts you after the trade show and expresses interest in your services. You are able to reopen the lead.	O	O
A production planner asks you to place an order for an item in your new product line. You are able to create the order by using a mobile device.	O	O

ANSWER:

Answer Area

Scenario	Yes	No
You create a lead for a trade show visitor and then close the lead. The customer contacts you after the trade show and expresses interest in your services. You are able to reopen the lead.	⦿	○
A production planner asks you to place an order for an item in your new product line. You are able to create the order by using a mobile device.	⦿	○

Explanation:

Reference: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/re-open-lead-sales
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/use-sales-hub-on-dynamics-365-mobile

QUESTION NO: 10 - (HOTSPOT)

HOTSPOT

A company with disparate systems is interested in the Common Data Model.

How does using the Common Data Model benefit the company? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Requirement	Benefit of using Common Data Model
Use data across different systems.	▼
	It creates a database for each disparate system.
	It creates a database to which all information can be imported.
	It creates data formats that are consumable by other systems.
	It creates a shared language for all data and data relationships.
Ensure consistency of data.	▼
	It provides a standardized schema for data.
	It allows all data to be used in one application.
	It eliminates integrations.
	It reduces the number of sign-ins for applications.

ANSWER:

Answer Area

Requirement	Benefit of using Common Data Model
Use data across different systems.	▼
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Ensure consistency of data.	▼
	It provides a standardized schema for data.
	It allows all data to be used in one application.
	It eliminates integrations.
	It reduces the number of sign-ins for applications.

Explanation:

Reference: https://docs.microsoft.com/en-us/common-data-model/