MB-901 Dumps

Microsoft Dynamics 365 Fundamentals

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NEW QUESTION 1
This question requires that you evaluate the underlined BOLD text to determine if it is correct.
A construction services firm plans to standardize financial and payroll functions including the capability of adding project timesheets to track work and cost for community improvement projects.
You recommend that the company implements Dynamic365 Finance.
Review the underlined text. if it makes the statements correct, select ''No change is needed,'' if the statement is incorrect, select the answer choice that makes the statement correct.

A. No change is needed.
B. Dynamics 365 Chain Management
C. Power Platform
D. Dynamic 365 Telnet

Answer: A

NEW QUESTION 2
A company wants to be able to give quotes to customers from their parts list. You need to recommend a solution for the company.
What should you recommend?

A. Dynamics 365 Sales
B. Dynamics 365 Customer insights
C. Dynamics 365 Marketing
D. Dynamics 365 Human Resources

Answer: A

NEW QUESTION 3
There are complex services being used with your Dynamics 365 instance in which you can own and manage the software applications as well as the data hosted in Azure.
You need to determined which type of cloud service model is being by your organization. Which cloud service model is being used?

A. Platform as a service (PaaS)
B. Infrastructure as a service (IaaS)
C. Software as a service (SaaS)

Answer: A

NEW QUESTION 4
A company wants to ensure they comply with common data privacy standards and regulations. For each of the following statements, select Yes if the statement is true. Otherwise, select No. NOTE: Each correct selection is worth one point.

Statement	Yes	No
An administrator can export personal user data at the request of the user.	○	○
Both Microsoft and the company are responsible for breaches of personal data.	○	○
Compliance Manager is a third-party tool that assesses the compliance of a company's cloud solution.	○	○

A. Mastered
B. Not Mastered

Answer: A

Explanation:

Statement	Yes	No
An administrator can export personal user data at the request of the user.	⊙	○
Both Microsoft and the company are responsible for breaches of personal data.	⊙	○
Compliance Manager is a third-party tool that assesses the compliance of a company's cloud solution.	○	⊙

NEW QUESTION 5
A medical clinic uses Dynamic 365 Sales. The clinic wants to rapidly implement a solution that optimizes coordination of care for patients.
You need to recommend a solution for the clinic.
What should recommend?

A. Insights
B. Canvas app
C. Portal
D. Healthcare Accelerator

Answer: D

NEW QUESTION 6
A company uses Dynamic 365 Human Resources.
You need to ensure that workers can document their own performance relative to goal. Where should you direct the workers?

A. Employee self-service workspace
B. Performance goals page
C. Compensation management page
D. Personal management page

Answer: B

NEW QUESTION 7
A company uses Dynamic 365 Marketing. The company uses a third-party app to send email surveys to prospects to better understand their business needs.
There is currently no link to prospect records and users report that the survey management process is manual and is difficult to manage.
You need to automate the survey process and streamline collection and analysis of responses.
What are two possible ways to achieve this goal? Each correct answer presents a complete solution. NOTE: Each correct select is worth one point.

A. Create a survey form in Dynamics 365 Marketing and create a campaign to send it to out and collect data.
B. Create surveys in Dynamics 365 Marketing by using Questionnaire.
C. Use Forms Pro to compile results from the existing third-party app.
D. Use Power Automate to automatically send Forms Pro surveys.

Answer: CD

NEW QUESTION 8
A manufacturing company plans to implement Dynamics 365 Supply Chain Management.
Which module completes the manufacturing of finished goods leveraging Products information Management, General ledger, and other modules?

A. Production Control
B. Inventory Management
C. Warehouse Management
D. Asset Management

Answer: A

NEW QUESTION 9
A company uses dynamic 365 Supply Chain Management.
The company hires seasonal workers during peak summer months. The workers must quickly learn to operate manufacturing machinery.
You need to streamline training for the workers and provide a consistent and standardized way to perform tasks.
What should you recommend?

A. Remote Assist
B. Layout
C. Guides

Answer: A

NEW QUESTION 10
For each of the following statements, select Yes if the statement is true. Otherwise, select No. NOTE: Each correct selection is worth one point.

Statement	Yes	No
Inventory management is one of the key features of Dynamics 365 Field Service.	○	○
Field Service Mobile has offline capabilities only when a third-party application is installed.	○	○
Service level agreements will work with Dynamics 365 Field Service as well as Dynamics 365 Customer Service.	○	○

A. Mastered
B. Not Mastered

Answer: A

Explanation:
Box 1: Yes
Key features include:
> Inventory, purchasing, and returns capabilities to manage truck stock, purchase order requests and fulfillment, and product returns.
Box 2: No
Field Service Mobile lets you work online or offline. Online mode requires an Internet connection; offline mode does not.
Box 3: Yes
Dynamics 365 Field Service is designed to use the broader Dynamics 365 Service Level Agreement (SLA) functionality in Dynamics 365 Customer Service.

NEW QUESTION 10
A company uses Microsoft Exchange online.
Sales team members want to use Microsoft Outlook to view items that were created in Dynamics 365 Sales. Which three components are synchronized between Dynamics 365 Sales and Outlook?
NOTE: Each correct selection is worth one point.

A. Tasks
B. Appointments
C. Phone calls
D. Contacts
E. Accounts

Answer: ABD

NEW QUESTION 14
A company uses Dynamics 365 Finance and Dynamic 365 Chain Management. The company is transitioning from a traditional discrete manufacturing shop floor layout to a lean manufacturing layout with work cells and inventory stores.
The company must be able to try out various configuration of existing equipment to maximize product and efficiently use all of the space within the existing plant without disrupting production.
You need to recommend a solution. What should you recommend?

A. Power Virtual Agents
B. Guides
C. Layout
D. Remote Assist

Answer: C

NEW QUESTION 17
Which three modules are includes in Dynamics 365 Supply Chain Management? Each correct answer presents a complete solution.
NOTE: Each correct selection is worth one point.

A. Project management and accounting
B. Service hub
C. Master planning
D. Dynamics 365 Remote Assist
E. Product information management

Answer: ACE

Explanation:
https://docs.microsoft.com/en-us/learn/modules/get-started-supply-chain-management-dyn365-supply-chainmgm

NEW QUESTION 18
A company plans to purchase Dynamic 365 Finance.

The company has customer who frequently pay their invoices late or do not pay at all. The company continues to sell to these customers. This creates large write-offs of bad debt.

The company needs to proactively communicate with customers, collect unpaid accounts receivable, and stop new sales until past due invoices are paid.

You need to recommend solution to facilitate communicate and collections.

Which three options should you recommend? Each answer represents a complete solution. NOTE: Each correct selection is worth one point.

A. Customer statements
B. Collection letter
C. Open sales orders report
D. Stop customer
E. Payment journals

Answer: ABD

NEW QUESTION 22

A company plans to implement Dynamics 365 Finance as their financial system. The company needs to know which features the system supports.

For each of the following statements, select Yes if the statement is true. Otherwise, select No. NOTE: Each correct selection is worth one point.

Statement	Yes	No
Configurable segregation of duties	O	O
Automatic notification for approval when an invoice created is higher than $10,000	O	O
Scheduled generation of financial statements	O	O

A. Mastered
B. Not Mastered

Answer: A

Explanation:

Statement	Yes	No
Configurable segregation of duties	O	O
Automatic notification for approval when an invoice created is higher than $10,000	O	O
Scheduled generation of financial statements	O	O

NEW QUESTION 27

A company uses Dynamics 365 Sales. The company plans to create custom reports and dashboards. The company does not want to manage security for reporting separately.

For each of the following statements, select Yes if the statement is true. Otherwise, select No. NOTE: Each correct selection is worth one point.

Statement	Yes	No
An administrator imports data from Dynamics 365 Sales into Power BI. Power BI reports use the same security as Dynamics 365 Sales.	O	O
SQL Server Reporting Services reports use the same security as Dynamics 365 Sales.	O	O
Sales Insights uses the same security as Dynamics 365 Sales.	O	O

A. Mastered
B. Not Mastered

Answer: A

Explanation:

Statement	Yes	No
An administrator imports data from Dynamics 365 Sales into Power BI. Power BI reports use the same security as Dynamics 365 Sales.	O	[O]
SQL Server Reporting Services reports use the same security as Dynamics 365 Sales.	[O]	O
Sales Insights uses the same security as Dynamics 365 Sales.	[O]	O

NEW QUESTION 32
What are two benefits of using Sales Insights with Dynamic 365 Sales? Each correct Answer presents a complete solution.
NOTE: Each correct selection is worth one point.

A. Guides sellers to focus on opportunities at risk.
B. Provide end-to-end views of customer journeys.
C. Make suggestions for net steps in a sales process.
D. Manage and improve artificial intelligence grouping to cases as topics.

Answer: AC

NEW QUESTION 35
A company uses Dynamics 365 Finance.
The company conducts business in multiple countries/regions across Europe. You need to recommend solutions for settings up currency options.
Which currency accounting types should you recommend? To answer, drag the appropriate currency accounting types to the correct requirements. Each currency accounting types 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.

Currency accounting types

- Accounting
- Reporting
- Triangulation
- Denomination
- Multiple

Requirement — **Currency accounting type**

Requirement	Currency accounting type
Currency that is used to record the converted monetary value of financial transactions in ledger accounts.	[ ]
Secondary accounting currency that measures the converted monetary value of transactions.	[ ]
Conversion of two currencies takes place by way of a third reference currency.	[ ]

A. Mastered
B. Not Mastered

Answer: A

Explanation:

Currency accounting types

- Accounting
- Reporting
- Triangulation
- Denomination
- Multiple

Requirement	Currency accounting type
Currency that is used to record the converted monetary value of financial transactions in ledger accounts.	Accounting
Secondary accounting currency that measures the converted monetary value of transactions.	Reporting
Conversion of two currencies takes place by way of a third reference currency.	Triangulation

NEW QUESTION 39
A company plans to implement Omnichannel for Customer Service.
For each of the following statements, select Yes if the statement is true. Otherwise, select No. NOTE: Each correct selection is worth one point.

Statement	Yes	No
You must purchase a third-party ISV solution to use chat in Omnichannel for Customer Service.	○	○
You can use text messaging to communicate with customers when you implement Omnichannel for Customer Service.	○	○
You automatically receive all Omnichannel options when you purchase Dynamics 365 Customer Service.	○	○

A. Mastered
B. Not Mastered

Answer: A

Explanation:

Statement	Yes	No
You must purchase a third-party ISV solution to use chat in Omnichannel for Customer Service.	○	⦿
You can use text messaging to communicate with customers when you implement Omnichannel for Customer Service.	⦿	○
You automatically receive all Omnichannel options when you purchase Dynamics 365 Customer Service.	○	⦿

NEW QUESTION 43
A company uses Dynamics 365 Commerce. The company is launching a new product line for select stores. The company wants to ensure that stores participating in the launch receive the new products. Stores that are not participating in the launch must not be able to order the products.
You need to recommend tools to help the company launch the new product line. What should recommend? To answer, select he appropriate option in the answer area. NOTE: Each correct selection is worth one point.

A. Define products for distribution using product assortment.
B. Define products for distribution using security roles.
C. Define products for distribution using purchase agreement.
D. Define products for distribution using trade agreement.

Answer: AD

NEW QUESTION 47
A company manufactures custom drug compounds.
You need to recommend a Dynamics 365 app that allows the company to manage the concentration of specific active ingredients. Provide traceability of ingredients from supplier to customer, and substitute ingredients based on compound type.
What should you recommend?

A. Dynamic 365 Customer service
B. Dynamic 365 Asset Management
C. Dynamics 365 Supply Chain Management
D. Dynamic 365 Product Insights.

Answer: C

NEW QUESTION 52
A service company has many agents who create cases. Case title often use different words the same meaning. The company wants to use artificial intelligence to quickly and accurately spot trends in service.
You need recommend a solution for the company. What should recommend.

A. Sales Insight

B. Customer Service insights
C. Customer Service

Answer: B

NEW QUESTION 57
Which features are available in Dynamics 365 Marketing?
For each of the following features, select Yes if the feature is available. Otherwise, select No. NOTE: Each correct selection is worth one point.

Feature	Yes	No
Create graphical email messages.	○	○
Design dynamic content in email messages.	○	○
Configure event websites.	○	○

A. Mastered
B. Not Mastered

Answer: A

Explanation:

Feature	Yes	No
Create graphical email messages.	○	○
Design dynamic content in email messages.	○	○
Configure event websites.	○	○

NEW QUESTION 58
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