

Exam Questions MB-901

Microsoft Dynamics 365 Fundamentals

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NEW QUESTION 1

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 2

A company uses Dynamics 365 Sales. You plan to use Power Apps to create a customized app that allows sales team members to enter data for customers, leads, and opportunities.

Sales team members must be able to enter the information from desktops, laptop, tablets, and mobile devices. All salespeople need access to the same forms, views and reports.

What is the minimum number of power Apps apps that you must create?

- A. 1
- B. 2
- C. 3
- D. 4

Answer: A

NEW QUESTION 3

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 4

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 5

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 6

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 7

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 8

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 9

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 | <input type="radio"/> | <input type="radio"/> |
| Automatic notification for approval when an invoice created is higher than \$10,000 | <input type="radio"/> | <input type="radio"/> |
| Scheduled generation of financial statements | <input type="radio"/> | <input type="radio"/> |

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

| Statement | Yes | No |
|---|----------------------------------|-----------------------|
| Configurable segregation of duties | <input checked="" type="radio"/> | <input type="radio"/> |
| Automatic notification for approval when an invoice created is higher than \$10,000 | <input checked="" type="radio"/> | <input type="radio"/> |
| Scheduled generation of financial statements | <input checked="" type="radio"/> | <input type="radio"/> |

NEW QUESTION 10

A retailer plans to award its customers based on the amount of money they spend. The retailer has not previously offered a customer reward program.

You need to recommend a method for tracking customer spending.

What should you recommend? To answer, select the appropriate options in the answer area. NOTE: Each correct selection is worth one point.

App to use:

| | |
|-------------------------------|---|
| | ▼ |
| Dynamics 365 Sales | |
| Dynamics 365 Finance | |
| Dynamics 365 Customer Service | |
| Dynamics 365 Commerce | |

Feature to implement:

| | |
|---------------------------------|---|
| | ▼ |
| Loyalty program | |
| Customer statement | |
| Accounts receivable transaction | |
| Retail statement | |

- A. Mastered
 B. Not Mastered

Answer: A

Explanation:

App to use:

| | |
|-------------------------------|---|
| | ▼ |
| Dynamics 365 Sales | |
| Dynamics 365 Finance | |
| Dynamics 365 Customer Service | |
| Dynamics 365 Commerce | |

Feature to implement:

| | |
|---------------------------------|---|
| | ▼ |
| Loyalty program | |
| Customer statement | |
| Accounts receivable transaction | |
| Retail statement | |

NEW QUESTION 10

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. | <input type="radio"/> | <input type="radio"/> |
| SQL Server Reporting Services reports use the same security as Dynamics 365 Sales. | <input type="radio"/> | <input type="radio"/> |
| Sales Insights uses the same security as Dynamics 365 Sales. | <input type="radio"/> | <input type="radio"/> |

- 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. | <input type="radio"/> | <input checked="" type="radio"/> |
| SQL Server Reporting Services reports use the same security as Dynamics 365 Sales. | <input checked="" type="radio"/> | <input type="radio"/> |
| Sales Insights uses the same security as Dynamics 365 Sales. | <input checked="" type="radio"/> | <input type="radio"/> |

NEW QUESTION 11

A company sells and maintains heating and air conditioning equipment. The company uses Dynamics 365 Field Service. The company is evaluating Field Service Mobile for technicians.
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 |
|--|-----------------------|-----------------------|
| Technicians can collect digital signatures from customers when work is complete. | <input type="radio"/> | <input type="radio"/> |
| Technicians working in remote locations can use offline capabilities. | <input type="radio"/> | <input type="radio"/> |

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

Box 1: Yes
When technicians are working on a work order they can add your notes, attachments, pictures, and signatures. Box 2: Yes
Field Service Mobile lets technicians work online or offline. Online mode requires an Internet connection; offline mode does not.

NEW QUESTION 12

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 16

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 | Requirement | Currency accounting type |
|---------------------------|--|--------------------------|
| Accounting | Currency that is used to record the converted monetary value of financial transactions in ledger accounts. | <input type="text"/> |
| Reporting | | |
| Triangulation | Secondary accounting currency that measures the converted monetary value of transactions. | <input type="text"/> |
| Denomination | Conversion of two currencies takes place by way of a third reference currency. | <input type="text"/> |
| Multiple | | |

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

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

NEW QUESTION 17

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 21

A customer needs a cost-effective sales solution that can display current news about a lead or an account. You recommend Microsoft Relationship Sales. Which two products are includes in Microsoft Relationship Sales? Each correct answer presents part of the solution. NOTE. Each correct selection is worth one point.

- A. Dynamics 365 Sales Enterprise
- B. Dynamics 365 Customer Insights
- C. Dynamics 365 Sales Insights
- D. Dynamics Sales navigator

Answer: AD

NEW QUESTION 25

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. | <input type="radio"/> | <input type="radio"/> |
| Design dynamic content in email messages. | <input type="radio"/> | <input type="radio"/> |
| Configure event websites. | <input type="radio"/> | <input type="radio"/> |

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

| Feature | Yes | No |
|---|----------------------------------|-----------------------|
| Create graphical email messages. | <input checked="" type="radio"/> | <input type="radio"/> |
| Design dynamic content in email messages. | <input checked="" type="radio"/> | <input type="radio"/> |
| Configure event websites. | <input checked="" type="radio"/> | <input type="radio"/> |

NEW QUESTION 29
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