

MB-901 Dumps

Microsoft Dynamics 365 Fundamentals

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NEW QUESTION 1

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.

| Deployment types | Benefit | Deployment type |
|---|--|---|
| <div style="border: 1px solid black; padding: 5px; width: fit-content; margin-bottom: 10px;">online</div> <div style="border: 1px solid black; padding: 5px; width: fit-content;">on-premises</div> | <p>Remove the dependence on internal IT staff to perform backups.</p> <p>Simplify investments in licenses.</p> <p>Production and test environment can be provisioned without using internal resources.</p> | <div style="border: 1px solid black; height: 25px; width: 100%; margin-bottom: 10px;"></div> <div style="border: 1px solid black; height: 25px; width: 100%; margin-bottom: 10px;"></div> <div style="border: 1px solid black; height: 25px; width: 100%;"></div> |

- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

| Deployment types | Benefit | Deployment type |
|---|--|--|
| <div style="border: 2px dashed green; padding: 5px; width: fit-content; margin-bottom: 10px;">online</div> <div style="border: 2px dashed green; padding: 5px; width: fit-content;">on-premises</div> | <p>Remove the dependence on internal IT staff to perform backups.</p> <p>Simplify investments in licenses.</p> <p>Production and test environment can be provisioned without using internal resources.</p> | <div style="border: 2px dashed red; padding: 5px; width: fit-content; margin-bottom: 10px;">online</div> <div style="border: 2px dashed red; padding: 5px; width: fit-content; margin-bottom: 10px;">on-premises</div> <div style="border: 2px dashed red; padding: 5px; width: fit-content;">online</div> |

NEW QUESTION 2

A company uses Dynamics 365 Sales.

You need to analyze account data and create reports based on the analyses. Which tool should you use?

- A. Microsoft forms Pro
- B. Management Reporter
- C. Power BI
- D. Power Automate

Answer: C

Explanation:

Power BI is a power analytics tool that allows us to visualize data. We can create reports in Power BI using Dynamics 365 data.

NEW QUESTION 3

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 4

A call center sends a survey to a customer whenever a case is closed. Survey results are analyzed daily. You need to set up a form for the survey.

Which three actions should you perform in sequence? To answer, more the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

Actions

Answer Area

Create a flow to send the survey that is based on a case-closed trigger.

Review responses.

Create a survey in Microsoft Forms Pro.

Set up a Survey entity in the Dynamics 365 Marketing portal.

Create views of the Survey entity in Dynamics 365 Marketing.



- A. Mastered
- B. Not Mastered

Answer: A

Explanation:

Microsoft Forms Pro allows you to create surveys. After creating a survey, you can send it to respondents based on a business trigger.

NEW QUESTION 5

A manufacturing of individual machines creates hands-on training for users.

You need to recommend a technology that overlays the machines with images while work on the machines. Which technology should you recommend?

- A. Virtual reality
- B. Mixed reality
- C. Artificial intelligence
- D. Augmented reality

Answer: B

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 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 8

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 9

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 10

You need to implement a solution that can manage manufacturing processes and customer sales order functions for a company. What should you implement?

- A. Dynamics 365 Supply Chain Management and Dynamic 365 Commerce
- B. Dynamics 365 Business Central and Dynamics 365 Customer Service
- C. Dynamic 365 Business Central only
- D. Dynamic 365 Supply Chain Management only

Answer: C

NEW QUESTION 10

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

A car parts distributor use Microsoft Excel to track on-hand inventory quantities and uses Excel and Microsoft Outlook to track sales. The sales company uses a third uses a third-part on-permises finance system. The company needs to all-in-one solution that meets currents needs. You need to recommend a solution for the company. What should you recommend?

- A. Dynamics 365 Customer Service
- B. Dynamics 365 Sales
- C. Dynamics 365 Supply Management
- D. Dynamics 365 Business Central

Answer: D

NEW QUESTION 16

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. | <input type="radio"/> | <input type="radio"/> |
| You can use text messaging to communicate with customers when you implement Omnichannel for Customer Service. | <input type="radio"/> | <input type="radio"/> |
| You automatically receive all Omnichannel options when you purchase Dynamics 365 Customer Service. | <input type="radio"/> | <input type="radio"/> |

- 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. | <input type="radio"/> | <input checked="" type="radio"/> |
| You can use text messaging to communicate with customers when you implement Omnichannel for Customer Service. | <input checked="" type="radio"/> | <input type="radio"/> |
| You automatically receive all Omnichannel options when you purchase Dynamics 365 Customer Service. | <input type="radio"/> | <input checked="" type="radio"/> |

NEW QUESTION 20

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 24

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 27

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