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## Microsoft Dynamics 365 Fundamentals

Microsoft MB-901

Version Demo

Total Demo Questions: 10

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## Topic Break Down

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

## QUESTION NO: 1

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: 2

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**

## QUESTION NO: 3

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: 4**

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: 5**

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: 6 - (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.

- 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.

### Explanation:

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

## 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

- Dynamics 365 Finance only
- Dynamics 365 Business Central only
- Dynamics 365 Finance or Dynamics 365 Business Central

#### Answer Area

#### Requirement

- Set up multi-currency transactions.
- Manage sales and finance.

#### Product

- Product
- Product

**ANSWER:**

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

**Explanation:**

## QUESTION NO: 8 - (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.	<input type="radio"/>	<input type="radio"/>
	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.	<input type="radio"/>	<input type="radio"/>

**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: 9

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: 10 - (DRAG DROP)

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
<input type="text" value="online"/>	Remove the dependence on internal IT staff to perform backups.	<input type="text"/>
<input type="text" value="on-premises"/>	Simplify investments in licenses.	<input type="text"/>
	Production and test environment can be provisioned without using internal resources.	<input type="text"/>

ANSWER:

## Answer Area

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

Explanation: