



# MB-901<sup>Q&As</sup>

Microsoft Dynamics 365 Fundamentals

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### QUESTION 1

There are complex services being used with your Dynamics 365 instance in which you own and manage the software applications as well as the data hosted in Azure.

You need to determine which type of cloud service model is being used 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)

Correct Answer: A

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### QUESTION 2

A company plans to purchase Dynamics 365 Finance.

The company has customers 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 receivables, and stop new sales until past due invoices are paid.

You need to recommend solutions to facilitate communication 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. Payment journals
- C. Stop customer
- D. Open sales orders report
- E. Collection letter

Correct Answer: ACE

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### QUESTION 3

HOTSPOT

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.

Hot Area:

## Answer Area

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"/>

Correct Answer:

## Answer Area

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"/>

### QUESTION 4

An oil company uses Power Automate to report environmental impact data to a regulatory agency.

You need to ensure that secure data from Dynamics 365 Finance is not accidentally exposed in reports to the regulatory agency.

What should you configure?



- A. Microsoft Intune
- B. Data Loss Prevention policy
- C. Azure Data Lake
- D. Microsoft Defender Advanced Threat Protection

Correct Answer: B

Reference: <https://docs.microsoft.com/en-us/power-platform/admin/wp-data-loss-prevention>

### QUESTION 5

#### HOTSPOT

A company is evaluating Dynamics 365 Supply Chain Management.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Hot Area:

### Answer Area

Statement	Yes	No
You can initiate new production based on demand, open orders, and historical trends, as well as take into consideration the time to manufacture and ship product to customers.	<input type="radio"/>	<input type="radio"/>
You can account and plan for subcontracting services such as painting metal parts, during production.	<input type="radio"/>	<input type="radio"/>

Correct Answer:



## Answer Area

Statement	Yes	No
You can initiate new production based on demand, open orders, and historical trends, as well as take into consideration the time to manufacture and ship product to customers.	<input checked="" type="radio"/>	<input type="radio"/>
You can account and plan for subcontracting services such as painting metal parts, during production.	<input checked="" type="radio"/>	<input type="radio"/>

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