



MB-901^{Q&As}

Microsoft Dynamics 365 Fundamentals

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QUESTION 1

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

QUESTION 2

You are discussing the benefits of hosting a Dynamics 365 development sandbox on Microsoft Azure.

What are two benefits? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. ability to adhere to static cost requirements
- B. a higher level of system availability in the event of a disaster
- C. ability to easily scale for increased growth
- D. physical control over server hardware

Correct Answer: BC

QUESTION 3

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

Correct Answer:

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

Dynamics 365 Finance or
Dynamics 365 Business Central

Dynamics 365 Finance or
Dynamics 365 Business Central

QUESTION 4

A company uses Dynamics 365 Finance and Microsoft Office products.

An external partner sales representative requests a list of available products.

You need to recommend a solution to provide the report.

What should you recommend?

- A. Export the product list to Microsoft Excel.
- B. Use Management Reporter.
- C. Use a third-party add-on.



D. Use the Vendor portal.

Correct Answer: A

QUESTION 5

HOTSPOT

An organization plans to implement role-based security for Dynamics 365 applications.

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
User security privileges are controlled by assigning users to roles.	<input type="radio"/>	<input type="radio"/>
Security for all Dynamics 365 applications are configured in a single unified location.	<input type="radio"/>	<input type="radio"/>
Security roles are assigned to users in Microsoft Azure Active Directory (Azure AD).	<input type="radio"/>	<input type="radio"/>

Correct Answer:

Answer Area

Statement	Yes	No
User security privileges are controlled by assigning users to roles.	<input checked="" type="radio"/>	<input type="radio"/>
Security for all Dynamics 365 applications are configured in a single unified location.	<input type="radio"/>	<input checked="" type="radio"/>
Security roles are assigned to users in Microsoft Azure Active Directory (Azure AD).	<input type="radio"/>	<input checked="" type="radio"/>



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