



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

Microsoft Dynamics 365 Fundamentals

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**QUESTION 1**

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"/>

**QUESTION 2**

A company manufactures custom medications.

You need to recommend a Dynamics 365 app that allows the company to manage the concentration of specific active



ingredients, provide traceability of ingredients from supplier to customer, and substitute ingredients based on compound

type.

What should you recommend?

- A. Dynamics 365 Supply Chain Management
- B. Dynamics 365 Product Insights
- C. Dynamics 365 Customer Service
- D. Dynamics 365 Asset Management

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/batch-balancing>

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### QUESTION 3

#### HOTSPOT

A furniture company uses Dynamics 365 Sales. The company plans to implement Product Visualize to help customers use their own devices to see what a product will look like in their own space.

Project stakeholders have questions about using Product Visualize.

You need to respond to the stakeholder's questions.

How should you respond? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:



### Answer Area

#### Question

Which type of device is required?

#### Response

	▼
Computer	
HoloLens	
Mobile device	

Which type or record stores product visualization information?

	▼
Lead	
Order	
Opportunity	

Correct Answer:

### Answer Area

#### Question

Which type of device is required?

#### Response

	▼
Computer	
HoloLens	
Mobile device	

Which type or record stores product visualization information?

	▼
Lead	
Order	
Opportunity	

### QUESTION 4

An interior design company uses Dynamics 365 Layout to show clients what furniture could look like in their space.

Clients send files that represent the layout for their homes or offices. A specific client has a subscription to use Microsoft Office 365 apps.

You need to obtain a file from the client that can be imported into Dynamics 365 Layout.



Which type of file should you ask for?

- A. Microsoft Excel
- B. AI Builder
- C. Microsoft Visio
- D. Microsoft Planner

Correct Answer: C

Reference: <https://docs.microsoft.com/en-us/dynamics365/mixed-reality/import-tool/layout>

### QUESTION 5

#### 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 6**

A company uses Dynamics 365 Finance and Dynamics 365 Supply 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 configurations of existing equipment to maximize product flow 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. Layout
- B. Guides
- C. Remote Assist
- D. Power Virtual Agents

Correct Answer: A

**QUESTION 7**

A manufacturing company uses Dynamics 365 Supply Chain Management. The company is working on a production order that will span several months.

The company wants to determine what raw materials must be purchased to complete the current production cycle.

You need to recommend a solution for the company.

What should you recommend?

- A. asset management
- B. cost management





- C. master planning
- D. inventory management

Correct Answer: C

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### QUESTION 8

A company has four territory managers. Ten salespeople report to each manager.

Territory managers need to be able to see records related to each salesperson that they manage.

Salespeople must be able to see only their own records.

What should you implement?

- A. Active Directory groups
- B. Role-based security
- C. App-based security
- D. Field-level security

Correct Answer: C

Reference: <https://docs.microsoft.com/en-us/learn/modules/recognize-dynamics-365-security/6-security-model-driven-apps>

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### QUESTION 9

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 included in Microsoft Relationship Sales? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

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

Correct Answer: BD

Microsoft Relationship Sales includes the following components:

1.



Dynamics 365 Sales Enterprise

2.

LinkedIn Sales Navigator

Reference: <https://dynamics.microsoft.com/en-gb/sales/relationship-sales/>

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#### QUESTION 10

You are implementing Dynamics 365 Customer Service.

Company executives need to decide whether to put the data on-premises or in the cloud.

You need to explain the data security benefits of the cloud.

What should you communicate to the executives?

- A. Active Directory keeps data secure.
- B. Data is in a government cloud.
- C. Data on-premises is encrypted by default.
- D. Data online is encrypted by default.

Correct Answer: D

Reference:

<https://docs.microsoft.com/en-us/microsoft-365/compliance/office-365-encryption-in-microsoft-dynamics-365?view=o365-worldwide>

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#### QUESTION 11

A customer wants to increase productivity by enabling users to navigate between Microsoft applications without additional sign-in prompts.

What should the company implement?

- A. Azure Express Route
- B. Gateway service
- C. Single sign-on

Correct Answer: C

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#### QUESTION 12

A company uses Dynamics 365 Finance. The company plans to implement Dynamics 365 Sales. Customer information

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resides in different systems in addition to Dynamics 365. The systems use different customer numbers for the same customers.

You need to recommend a solution for the customer to meet the following requirements:

1.  
Use the same number to represent a customer in both systems.
2.  
Prevent users from having to enter data for common fields such as address and phone number into both systems.

What are two possible ways to achieve this goal? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Create standardized data templates based on Common Data Model.
- B. Add custom code because every system has different data.
- C. Use Common Data Service to connect multiple systems.
- D. Export data into spreadsheets to move the data between systems.

Correct Answer: AC

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

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