



Vendor: Microsoft

Exam Code: MB-920

Exam Name: Microsoft Dynamics 365 Fundamentals
Finance and Operations Apps (ERP)

Version: DEMO

QUESTION 1

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

Answer: A

Explanation:

<https://docs.microsoft.com/en-us/learn/modules/introduction-dynamics-365-supply-chain-management/9-manufacturing>

QUESTION 2

A company plans to implement a manufacturing solution that includes integrated rate shipping costs for distribution.

You need to recommend a product to the company. What should you recommend?

- A. Dynamics 365 Sales
- B. Dynamics 365 Field Service
- C. Dynamics 365 Commerce
- D. Dynamics 365 Supply Chain Management

Answer: D

QUESTION 3

A company implements Dynamics 365 Supply Chain Management. The company uses external vendors to produce some parts.

You need to recommend actions to manage vendor operations.

Which three actions should you recommend? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Update the status of production order operations that are subcontracted to Completed when the vendor's work is done.
- B. Create an operation for the subcontractor to track the progress of the vendor's work.
- C. Assign each operation in a production order to multiple vendors.
- D. Ensure that each production order relates to a single vendor.
- E. Automatically generate purchase orders for operations that you subcontract to a vendor.

Answer: BDE

Explanation:

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

QUESTION 4

A company that manufactures bottled and canned beverages implements Dynamics 365 Supply Chain Management.

Most products are packed in quantities of 12 or 24.

You need to recommend a process to ensure that customers always purchase the products in these predefined package quantities.

What should you recommend?

- A. Set up purchase order multiples for the items.
- B. Configure a standard order quantity for the items.
- C. Create a purchase order and manually adjust the order quantities.
- D. Set up a safety stock quantity for the items.

Answer: B

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/default-order-settings>

QUESTION 5

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 prevent 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. Open sales orders report
- B. Payment journals
- C. Stop customer
- D. Customer statements
- E. Collection letter

Answer: CDE

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/business-central/receivables-how-block-customers>

<https://docs.microsoft.com/en-us/dynamics365/business-central/receivables-collect-outstanding-balances>

QUESTION 6

A company uses Dynamics 365 Commerce to manage retail stores.

You need to implement features to help the company prevent fraudulent activity.

Which two features should you implement? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Asset management
- B. Purchase protection
- C. Cash and bank management
- D. Loss prevention

Answer: BD

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/fraud-protection/loss-prevention-integration-with-commerce>

<https://docs.microsoft.com/en-us/dynamics365/fraud-protection/purchase-protection>

QUESTION 7

A company uses Dynamics 365 Human Resources.

You need to ensure that workers can document their own performance relative to goals.

What should you direct the workers?

- A. Compensation management page
- B. Personnel management page
- C. Performance goals page
- D. Employee self-service workspace

Answer: D

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-develop-performance-management-overview>

QUESTION 8

A company uses Dynamics 365 Finance and Power BI. The company plans to analyze operational data for retail stores that they operate across the United States.

The company wants to analyze customer visit data based on the population in the areas where stores are located.

You need to recommend a Power BI visualization for the company.

Which Power BI visualization should you recommend?

- A. Basic maps
- B. Doughnut chart
- C. Bar chart

Answer: A

Explanation:

<https://www.analyticsvidhya.com/blog/2021/04/map-based-visualizations-in-power-bi/>

QUESTION 9

An organization has two legal entities. Items may be sold by one company only or by both companies. You need to recommend a solution to standardize the items across the legal entities. What should you recommend?

- A. Lifecycle Services
- B. Item templates
- C. Products and product masters
- D. Product Insights

Answer: C

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/pim/tasks/release-product-product-master-legal-entities>

QUESTION 10

Which three finance modules are available in Dynamics 365 Finance and Operations to configure bank accounts, chart of accounts, and to maintain the asset value?

- A. Cash and bank management
- B. Fixed assets
- C. Enterprise asset management
- D. Landed cost
- E. General ledger

Answer: ABE

QUESTION 11

A user is assigned to the system's administrator role in Dynamics 365 Finance and Operation. Which operation cannot be modified or performed by the user?

- A. Group or rearrange favorites
- B. Modify the fields in a form
- C. Modify the fields in a report
- D. Add a menu item to favorites

Answer: A

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