

➤ **Vendor: Microsoft**➤ **Exam Code: MB-901**➤ **Exam Name: Microsoft Dynamics 365 Fundamentals**➤ **New Updated Questions from [Braindump2go](#) (Updated in [Feb./2021](#))****Visit Braindump2go and Download Full Version MB-901 Exam Dumps****QUESTION 195**

Hotspot Question

A customer wants to implement Dynamics 365 Human Resources to manage employee benefits.

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

NOTE: Each correct selection is worth one point.

Answer Area

Statements	Yes	No
Human Resources can manage reporting for sick time and vacation time.	<input type="radio"/>	<input type="radio"/>
Human Resources can manage compensation plans.	<input type="radio"/>	<input type="radio"/>
Human Resources can manage work schedules.	<input type="radio"/>	<input type="radio"/>

Answer:**Answer Area**

Statements	Yes	No
Human Resources can manage reporting for sick time and vacation time.	<input checked="" type="radio"/>	<input type="radio"/>
Human Resources can manage compensation plans.	<input checked="" type="radio"/>	<input type="radio"/>
Human Resources can manage work schedules.	<input type="radio"/>	<input checked="" type="radio"/>

QUESTION 196

Hotspot Question

You are building Power Apps, apps for Dynamics 365 Sates.

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For each of the following statements, select Yes if the statement is true. Otherwise, select No.
 NOTE: Each correct selection is worth one point.

Statement	Yes	No
Power Apps can run only on mobile devices.	<input type="radio"/>	<input type="radio"/>
Power Apps can be used offline.	<input type="radio"/>	<input type="radio"/>
Using a template is one way to start creating Power Apps.	<input type="radio"/>	<input type="radio"/>

Answer:

Statement	Yes	No
Power Apps can run only on mobile devices.	<input type="radio"/>	<input checked="" type="radio"/>
Power Apps can be used offline.	<input checked="" type="radio"/>	<input type="radio"/>
Using a template is one way to start creating Power Apps.	<input checked="" type="radio"/>	<input type="radio"/>

QUESTION 197

Hotspot Question

This question requires that you evaluate the functionality of the Common Data Model.
 To answer, select the option that makes the statement correct.

The Common Data Model is used within Common Data Service to support Dynamics 365 apps, Power Apps, and data analytics in Power BI.

Common Data Service
 Microsoft Azure
 Power Automate
 Power Platform

Answer:

The Common Data Model is used within Common Data Service to support Dynamics 365 apps, Power Apps, and data analytics in Power BI.

Common Data Service
 Microsoft Azure
 Power Automate
 Power Platform

Explanation:

The Common Data Model metadata system makes it possible for data and its meaning to be shared across applications and business processes such as Microsoft PowerApps, Power BI, Dynamics 365, and Azure.

QUESTION 198

Drag and Drop Question

A company plans to use the Dynamics 365 Field Service resource scheduling optimization feature.

Which scheduling approach is used for each scenario? To answer, drag the appropriate approaches to the correct scenarios. Each approach 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.

Approaches	Requirement	Approach
Manual	Schedule the person with the appropriate skills.	Approach
Fully automated	Recommend a time and a resource for a task.	Approach
Semi-automated		

Answer:

Approaches	Requirement	Approach
Fully automated	Schedule the person with the appropriate skills. Recommend a time and a resource for a task.	Manual Semi-automated

QUESTION 199

Hotspot Question

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.

Statement	Yes	No
Dynamics 365 Supply Chain Management has features for batch manufacturing processes.	<input type="radio"/>	<input type="radio"/>
A company can manage cost accounting by using Dynamics 365 Supply Chain Management.	<input type="radio"/>	<input type="radio"/>
A company can use Dynamics 365 Supply Chain Management to manage customer order issues through social channels.	<input type="radio"/>	<input type="radio"/>

Answer:

Statement	Yes	No
Dynamics 365 Supply Chain Management has features for batch manufacturing processes.	<input checked="" type="radio"/>	<input type="radio"/>
A company can manage cost accounting by using Dynamics 365 Supply Chain Management.	<input checked="" type="radio"/>	<input type="radio"/>
A company can use Dynamics 365 Supply Chain Management to manage customer order issues through social channels.	<input checked="" type="radio"/>	<input type="radio"/>

QUESTION 200

Drag and Drop Question

A company plans to use Power Platform tools to perform common tasks.

Which tool s should you use? To answer, drag the appropriate tools lo the correct business scenarios. Each tool may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll lo view content.

NOTE: Each correct selection is worm one point.

Tools	Business scenario	Tool
Common Data Service	Send an alert when a file on Microsoft SharePoint is updated.	
Power BI	Create a dashboard to view sales from across several Dynamics 365 applications.	
Power Automate		

Answer:

Tools	Business scenario	Tool
Common Data Service	Send an alert when a file on Microsoft SharePoint is updated.	Power Automate
	Create a dashboard to view sales from across several Dynamics 365 applications.	Power BI

QUESTION 201

Hotspot Question

A company has historical data from a customer service app. You need to make the data available for use in Dynamics 365 Customer Service, a canvas app, and Power BI. Where should you import the data? To answer, select the appropriate option in the answer area.

Import the data into

AI Builder
Business Process Modeler
Common Data Model
Microsoft OneDrive for Business

Answer:

Import the data into

AI Builder
Business Process Modeler
Common Data Model
Microsoft OneDrive for Business

QUESTION 202

Drag and Drop Question

All employees at a company use Office 365. You are setting up Dynamics 365 Sales for the company. Only some employees will have licenses for Dynamics 365 Sales.

You need to recommend solutions for the company.

What should you recommend? To answer, drag the appropriate solutions to the correct requirements. Each solution 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.

Solutions	Requirement	Solution
Microsoft Teams	Ensure that all employees can participate in the lead qualification process.	Solution
Knowledge Articles	Display the latest news about the currently selected Lead record to Dynamics 365 Sales users.	Solution
LinkedIn Sales Navigator	Acquire relevant account information from Dynamics 365 Finance.	Solution
Common Data Service		

Answer:

Solutions	Requirement	Solution
Microsoft Teams	Ensure that all employees can participate in the lead qualification process.	Microsoft Teams
Knowledge Articles	Display the latest news about the currently selected Lead record to Dynamics 365 Sales users.	Knowledge Articles
LinkedIn Sales Navigator	Acquire relevant account information from Dynamics 365 Finance.	Common Data Service
Common Data Service		

QUESTION 203

Drag and Drop Question

A company uses cost accounting in Dynamics 365 Finance.

You create the cost accounting ledger and define cost control units.

Match each feature to its definition. To answer, drag the appropriate feature from the column on the left to its definition on the right. Each feature may be used once, more than once, or not at all.

NOTE: Each correct match is worth one point.

Features

Allocation base
Cost allocation
Cost classification
Cost behavior
Dimension hierarchy

Answer Area

Definition	Feature
Define postings based on whether they are fixed or variable costs.	Feature
Define postings based on whether they are direct or indirect costs.	Feature
Define policies based on whether they are used for reporting or statistical purposes.	Feature

Answer:

Features

Allocation base
Dimension hierarchy

Answer Area

Definition	Feature
Define postings based on whether they are fixed or variable costs.	Cost behavior
Define postings based on whether they are direct or indirect costs.	Cost classification
Define policies based on whether they are used for reporting or statistical purposes.	Cost allocation

QUESTION 204

Hotspot Question

A company plans to implement Dynamics 365 Sales to manage sales pipelines.

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

NOTE: Each correct selection is worth one point.

Statement	Yes	No
You can use a business process flow to ensure that all salespeople follow the same stages to qualify leads.	<input type="radio"/>	<input type="radio"/>
You can see leads in your opportunities view even if the lead is not qualified.	<input type="radio"/>	<input type="radio"/>

Answer:

Statement	Yes	No
You can use a business process flow to ensure that all salespeople follow the same stages to qualify leads.	<input checked="" type="radio"/>	<input type="radio"/>
You can see leads in your opportunities view even if the lead is not qualified.	<input type="radio"/>	<input checked="" type="radio"/>

QUESTION 205

Hotspot Question

A non-profit company is considering moving their Dynamics 365 solution from on-premises to online.

You need to help the company understand where their data will be stored after the move and who will own the data.

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

NOTE: Each correct selection is worth one point.

Answer Area

Question	Response
Where will data be stored?	<div>▼</div> <div>the customer's geographic region</div> <div>the datacenter selected by the organization</div> <div>the least used datacenter</div>
Who owns the data?	<div>▼</div> <div>the organization</div> <div>Microsoft</div> <div>the customer while subscription is active, otherwise Microsoft</div>

Answer:

Answer Area

Question	Response
Where will data be stored?	<div>▼</div> <div>the customer's geographic region</div> <div>the datacenter selected by the organization</div> <div>the least used datacenter</div>
Who owns the data?	<div>▼</div> <div>the organization</div> <div>Microsoft</div> <div>the customer while subscription is active, otherwise Microsoft</div>

QUESTION 206

Hotspot Question

A company plans to combine data from Dynamics 365 Customer Service with other Microsoft apps and services. For each of the following statements, select Yes if the statement is true. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Statement	Yes	No
You can combine data from Microsoft Forms Pro and Dynamics 365 Customer Service without using a CDS connector.	<input type="radio"/>	<input type="radio"/>
You can use a CDS connector to share data between Dynamics 365 Finance and Dynamics 365 Customer Service.	<input type="radio"/>	<input type="radio"/>
Power BI can connect to Dynamics 365 Customer Service data without using a CDS connector.	<input type="radio"/>	<input type="radio"/>

Answer:

Statement	Yes	No
You can combine data from Microsoft Forms Pro and Dynamics 365 Customer Service without using a CDS connector.	<input checked="" type="radio"/>	<input type="radio"/>
You can use a CDS connector to share data between Dynamics 365 Finance and Dynamics 365 Customer Service.	<input checked="" type="radio"/>	<input type="radio"/>
Power BI can connect to Dynamics 365 Customer Service data without using a CDS connector.	<input checked="" type="radio"/>	<input type="radio"/>

QUESTION 207

Drag and Drop Question

You are designing reports for a pharmacy. The pharmacy uses Dynamics 365 Sales.

Match each tool to the reporting requirements.

Instructions: To answer, drag the appropriate tool from the column on the left to the requirements on the right. Each tool may be used once, more than once, or not at all.

Note: Each correct match is worth one point.

Tools

Power BI

Dynamics 365 Sales dashboard

Microsoft Excel

Plug-in

Answer Area

Requirement	Tool
Stakeholders do not have access to the environment. They must be able to view business data that is always up to date.	Tool
Pharmacists need a list of the number of orders filled and to fill the next day, week, and month as well as a list of prescription drugs that are out of stock.	Tool

Answer:

Tools

Microsoft Excel

Plug-in

Answer Area

Requirement	Tool
Stakeholders do not have access to the environment. They must be able to view business data that is always up to date.	Power BI
Pharmacists need a list of the number of orders filled and to fill the next day, week, and month as well as a list of prescription drugs that are out of stock.	Dynamics 365 Sales dashboard

QUESTION 208

Hotspot Question

An air-conditioning repair company uses Dynamics 365 Field Service. Customers and users report several issues.

What should you use to resolve each issue?

To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Issue	Feature
One repair person is not listed on the schedule.	<div>Booking Resource</div> <div>Universal Resource Scheduling</div> <div>Field Service Mobile</div>
A customer wants to ensure that their air-conditioning system is repaired quickly even if it breaks down while they are away from home.	<div>Connected Field Service</div> <div>Schedule Board</div> <div>Field Service Mobile</div> <div>Geocoding</div>

Answer:

Issue

One repair person is not listed on the schedule.

A customer wants to ensure that their air-conditioning system is repaired quickly even if it breaks down while they are away from home.

Feature
Booking Resource
Universal Resource Scheduling
Field Service Mobile
Connected Field Service
Schedule Board
Field Service Mobile
Geocoding

QUESTION 209

Drag and Drop Question

A company implements Dynamics 365 Sales.

Users are unsure how to perform various tasks.

You need to recommend features to help the company configure the system.

What should you recommend?

To answer, drag the appropriate features to the correct requirements. Each feature 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

Features	Requirement	Feature
charts	Schedule follow-up appointments.	Feature
dashboards	Display all appointments and sales orders for a day on a single page.	Feature
views	Configure a dashboard component that displays a list of quotes for the last quarter.	Feature
activities		

Answer:

Features	Requirement	Feature
charts	Schedule follow-up appointments.	views
	Display all appointments and sales orders for a day on a single page.	dashboards
	Configure a dashboard component that displays a list of quotes for the last quarter.	activities

QUESTION 210

Hotspot Question

A company that services air-conditioning equipment is implementing Dynamics 365 Field Service.

You need to recommend the features that the company should implement to meet business requirements.

Which features should you recommend?

To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Function	Feature				
Assign a work order to a field engineer for next Tuesday at noon.	<table><tr><td>Universal Resource Scheduling</td></tr><tr><td>Work Orders</td></tr><tr><td>Connected Field Services</td></tr><tr><td>Geofencing</td></tr></table>	Universal Resource Scheduling	Work Orders	Connected Field Services	Geofencing
Universal Resource Scheduling					
Work Orders					
Connected Field Services					
Geofencing					
Synchronize offline data when the app starts.	<table><tr><td>Geofencing</td></tr><tr><td>Field Service Mobile</td></tr><tr><td>Integrations</td></tr><tr><td>Connected Field Services</td></tr></table>	Geofencing	Field Service Mobile	Integrations	Connected Field Services
Geofencing					
Field Service Mobile					
Integrations					
Connected Field Services					
Monitor air-conditioning equipment for issues.	<table><tr><td>Field Service Mobile</td></tr><tr><td>Work Orders</td></tr><tr><td>Connected Field Services</td></tr><tr><td>Bookable resources</td></tr></table>	Field Service Mobile	Work Orders	Connected Field Services	Bookable resources
Field Service Mobile					
Work Orders					
Connected Field Services					
Bookable resources					

Answer:

Function	Feature				
Assign a work order to a field engineer for next Tuesday at noon.	<table><tr><td>Universal Resource Scheduling</td></tr><tr><td>Work Orders</td></tr><tr><td>Connected Field Services</td></tr><tr><td>Geofencing</td></tr></table>	Universal Resource Scheduling	Work Orders	Connected Field Services	Geofencing
Universal Resource Scheduling					
Work Orders					
Connected Field Services					
Geofencing					
Synchronize offline data when the app starts.	<table><tr><td>Geofencing</td></tr><tr><td>Field Service Mobile</td></tr><tr><td>Integrations</td></tr><tr><td>Connected Field Services</td></tr></table>	Geofencing	Field Service Mobile	Integrations	Connected Field Services
Geofencing					
Field Service Mobile					
Integrations					
Connected Field Services					
Monitor air-conditioning equipment for issues.	<table><tr><td>Field Service Mobile</td></tr><tr><td>Work Orders</td></tr><tr><td>Connected Field Services</td></tr><tr><td>Bookable resources</td></tr></table>	Field Service Mobile	Work Orders	Connected Field Services	Bookable resources
Field Service Mobile					
Work Orders					
Connected Field Services					
Bookable resources					

QUESTION 211

Hotspot Question

A company need to track project estimates and actual values.

You need to recommend a solution for the company that provides at least the following levels of work breakdown structures: phase, component sub-component.

What should you recommend?

To answer, select the appropriate option in the answer area.

You should recommend	Dynamics 365 Business Central Project Management
	Dynamics 365 Finance Project Management and Accounting
	Microsoft Project
	Project Service Automation

Answer:

You should recommend	Dynamics 365 Business Central Project Management
	Dynamics 365 Finance Project Management and Accounting
	Microsoft Project
	Project Service Automation

QUESTION 212

Hotspot Question

A company sells products to consumers by using an e-commerce site.

You need to recommend tools to understand the consumer base and protect against disputed transactions.

What should you recommend? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement

Identify customer needs and trends.

Tool

Dynamics 365 Field Service
Microsoft Trust Center
Remote Assist
Customer Insights

Ensure that all purchase are valid.

Fraud Protection
Case Management
Azure Machine Learning

Answer:**Requirement**

Identify customer needs and trends.

Tool

Dynamics 365 Field Service
Microsoft Trust Center
Remote Assist
Customer Insights

Ensure that all purchase are valid.

Fraud Protection
Case Management
Azure Machine Learning