

➤ **Vendor: Microsoft**

➤ **Exam Code: MB-901**

➤ **Exam Name: Microsoft Dynamics 365 Fundamentals**

➤ **New Updated Questions from Braindump2go (Updated in Feb./2021)**

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QUESTION 149

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

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

Answer: C

Explanation:

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

QUESTION 150

A company uses Dynamics 365 Commerce. You need to establish an online store for the company. Which of the following should you configure?

- A. Online Sales order
- B. Online channel
- C. Client book
- D. Online customers

Answer: B

QUESTION 151

A company purchases Dynamics 365 Finance. Which two features can the company implement? Each correct selection presents a complete solution. NOTE: Each correct selection is worth one point.

- A. Accounts receivable
- B. Payment fraud prevention
- C. Manufacturing
- D. Omnichannel
- E. General ledger

Answer: AE

QUESTION 152

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<https://www.braindump2go.com/mb-901.html>

A company uses Dynamics 365 Talent: Core HR. The company provides health insurance, parking passes, mobile phones, and tablets for employees based on employee roles. The company decides to offer parking passes to sales team employees. You need to ensure that parking passes are provided to sales team employees. What should you modify?

- A. Expense management policies
- B. Security roles
- C. Vendor management policies
- D. Benefits eligibility policies
- E. Compensation plans

Answer: D

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-benefits-eligibility-policies>

QUESTION 153

A company uses Dynamics 365 Human Resources. No add-ons are installed. You need to set up training courses for employees. Which two options can you configure? Each correct answer presents a complete solution. NOTE: Each correct selection is worth one point.

- A. Airline schedules
- B. Classroom materials
- C. Course videos
- D. Registration deadline
- E. Maximum number of participants

Answer: DE

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-learning-courses>

QUESTION 154

Drag and Drop Question

You are implementing Dynamics 365 Finance instances for two companies. One company requires direct access to the application database. The other company must always use the most up to date versions and features of Dynamics 365 Finance. You need to recommend a deployment type for each instance. What should you recommend? To answer, drag the appropriate deployment types to the correct requirements. Each deployment type 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.

Deployment types	Requirement	Deployment type
on-premises	Unrestricted access to the application database is required.	Deployment type
online	Receive the newest releases of the software as fast as possible.	Deployment type

Answer:

Deployment types	Answer Area	Requirement	Deployment type
		Unrestricted access to the application database is required.	on-premises
		Receive the newest releases of the software as fast as possible.	online

QUESTION 155

Hotspot Question

A company uses Dynamics 365 Sales and plans to implement Power Apps to perform various tasks. Which Power Apps tools should you use for each scenario? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Scenario	Tool
Data entry screen to capture lead name, phone number, and product.	<div>▼</div> <div>Canvas app</div> <div>Power Apps portal</div> <div>Common Data Service</div>
The system must send email to sales managers when leads are captured.	<div>▼</div> <div>Power Automate</div> <div>Canvas app</div> <div>Power Apps portal</div> <div>Common Data Service</div>
Customer signs in to view their profile.	<div>▼</div> <div>Model-driven app</div> <div>Canvas app</div> <div>Power Apps portal</div> <div>Common Data Service</div>

Answer:

Answer Area

Scenario	Tool
Data entry screen to capture lead name, phone number, and product.	<div>▼</div> <div>Canvas app</div> <div>Power Apps portal</div> <div>Common Data Service</div>
The system must send email to sales managers when leads are captured.	<div>▼</div> <div>Power Automate</div> <div>Canvas app</div> <div>Power Apps portal</div> <div>Common Data Service</div>
Customer signs in to view their profile.	<div>▼</div> <div>Model-driven app</div> <div>Canvas app</div> <div>Power Apps portal</div> <div>Common Data Service</div>

QUESTION 156

Drag and Drop Question

Match each tool to its task.

NOTE: Each correct match is worth one point.

Tools

Power BI

Power Automate

Power Apps

Answer Area
Task

Configure dashboards.

Automate workflows.

Trigger an action from an event.

Configure a custom mobile data entry screen.

Tool

tool

tool

tool

tool

Answer:

Tools

Power BI

Power Automate

Power Apps

Answer Area
Task

Configure dashboards.

Automate workflows.

Trigger an action from an event.

Configure a custom mobile data entry screen.

Tool

Power Apps

Power Automate

Power Automate

Power Apps

QUESTION 157

Drag and Drop Question

A company plans to deploy Dynamics 365 Finance.

Match each platform to its action.

Instructions: To answer, drag the appropriate platform from the column on the left to its action on the right. Each platform may be used once, more than once, or not at all. Each correct match is worth one point.

NOTE: Each correct selection is worth one point.

Platforms

cloud and on-premises

cloud only

on-premises only

Answer Area
Action

Export data to your own data warehouse.

Run financial reports by using PowerBI.com

Platform

Platform

Platform

Answer:

Platforms

on-premises only

Answer Area
Action

Export data to your own data warehouse.

Run financial reports by using PowerBI.com

Platform

cloud and on-premises

cloud only

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/fin-ops/get-started/cloud-prem-comparison>

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QUESTION 158

Hotspot Question

A company stores sales information in CSV files and uses SharePoint Online. Customer information is stored in many places. The company has an on-premises sales system.

The company does not want the sales system connected to any of their online systems.

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

Statement	Yes	No
You can use SharePoint Online lists as a data source for Customer Insights.	<input type="radio"/>	<input type="radio"/>
You can use CSV files stored in SharePoint Online as a data source for Customer Insights.	<input type="radio"/>	<input type="radio"/>
You can use the on-premises sales system data as a data source for Customer Insights.	<input type="radio"/>	<input type="radio"/>

Answer:

Answer Area

Statement	Yes	No
You can use SharePoint Online lists as a data source for Customer Insights.	<input checked="" type="radio"/>	<input type="radio"/>
You can use CSV files stored in SharePoint Online as a data source for Customer Insights.	<input checked="" type="radio"/>	<input type="radio"/>
You can use the on-premises sales system data as a data source for Customer Insights.	<input type="radio"/>	<input checked="" type="radio"/>

QUESTION 159

Hotspot Question

A company with disparate systems is interested in the Common Data Model.

How does using the Common Data Model benefit the company? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Requirement	Benefit of using Common Data Model
Use data across different systems.	<div>▼</div> <div>It creates a database for each disparate system.</div> <div>It creates a database to which all information can be imported.</div> <div>It creates data formats that are consumable by other systems.</div> <div>It creates a shared language for all data and data relationships.</div>
Ensure consistency of data.	<div>▼</div> <div>It provides a standardized schema for data.</div> <div>It allows all data to be used in one application.</div> <div>It eliminates integrations.</div> <div>It reduces the number of sign-ins for applications.</div>

Answer:

Answer Area

Requirement	Benefit of using Common Data Model
Use data across different systems.	<div>▼</div> <div>It creates a database for each disparate system.</div> <div>It creates a database to which all information can be imported.</div> <div>It creates data formats that are consumable by other systems.</div> <div>It creates a shared language for all data and data relationships.</div>
Ensure consistency of data.	<div>▼</div> <div>It provides a standardized schema for data.</div> <div>It allows all data to be used in one application.</div> <div>It eliminates integrations.</div> <div>It reduces the number of sign-ins for applications.</div>

Explanation:

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

QUESTION 160

Hotspot Question

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.

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"/>

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"/>

QUESTION 161

Hotspot Question

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.

Answer Area

Question	Response
Which type of device is required?	<div>▼</div> <div>Computer</div> <div>HoloLens</div> <div>Mobile device</div>
Which type or record stores product visualization information?	<div>▼</div> <div>Lead</div> <div>Order</div> <div>Opportunity</div>

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 162

Drag and Drop Question

A manufacturing company plans to implement Dynamics 365 Field Service.

You need to determine which features are needed to meet the company's requirements.

Which features should you implement? 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
Work orders	Specify types of services needed at customer locations.	Feature
Scheduling and dispatch tools	Staff and route resources needed for on-site appointments.	Feature
Asset management	Track customer equipment.	Feature
Preventive maintenance	Automatically generate recurring maintenance appointments.	Feature

Answer:

Features	Requirement	Feature
	Specify types of services needed at customer locations.	Work orders
	Staff and route resources needed for on-site appointments.	Scheduling and dispatch tools
	Track customer equipment.	Asset management
	Automatically generate recurring maintenance appointments.	Preventive maintenance

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/field-service/overview>

QUESTION 163

Hotspot Question

A company uses Dynamics 365 Marketing.

The company is releasing a major product update and plans to run events in many regions to demonstrate the new product.

You need to help the company track customer registration for the events in each region and send emails to acknowledge registration and remind people about the events.

Which type of marketing pages should you recommend? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Scenario	Type
Provide a web page for customers to register for the event in their region.	<div>▼</div> <div>Landing page</div> <div>Subscription center</div> <div>Forward to a friend</div>
Ensure that customers can opt out of email notifications about events.	<div>▼</div> <div>Landing page</div> <div>Subscription center</div> <div>Forward to a friend</div>
Ensure that customers can share event information with colleagues.	<div>▼</div> <div>Landing page</div> <div>Subscription center</div> <div>Forward to a friend</div>

Answer:

Answer Area

Scenario	Type
Provide a web page for customers to register for the event in their region.	<div>▼</div> <div>Landing page</div> <div>Subscription center</div> <div>Forward to a friend</div>
Ensure that customers can opt out of email notifications about events.	<div>▼</div> <div>Landing page</div> <div>Subscription center</div> <div>Forward to a friend</div>
Ensure that customers can share event information with colleagues.	<div>▼</div> <div>Landing page</div> <div>Subscription center</div> <div>Forward to a friend</div>

Explanation:

<https://docs.microsoft.com/en-gb/dynamics365/marketing/marketing-forms>

QUESTION 164

Hotspot Question

A cable installation company is implementing Dynamics 365.

You need to recommend Dynamics 365 applications for the company.

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

NOTE: Each correct selection is worth one point.

Answer Area

Requirement	App
Capture the technician's daily on-site time while performing cable installations.	<div>▼</div> <div>Dynamics 365 Field Service</div> <div>Dynamics 365 Sales</div> <div>Dynamics 365 Customer Service</div>
Allow technicians to see a list of the daily work orders on their mobile device.	<div>▼</div> <div>Dynamics 365 Field Service Mobile App</div> <div>Dynamics 365 Sales</div> <div>Dynamics 365 Customer Service</div>

Answer:

Answer Area

Requirement

Capture the technician's daily on-site time while performing cable installations.

App

Dynamics 365 Field Service
Dynamics 365 Sales
Dynamics 365 Customer Service

Allow technicians to see a list of the daily work orders on their mobile device.

Dynamics 365 Field Service Mobile App
Dynamics 365 Sales
Dynamics 365 Customer Service