

# DUMPS ARENA

## Microsoft Dynamics 365 Fundamentals

Microsoft MB-901

Version Demo

Total Demo Questions: 10

Total Premium Questions: 142

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## Topic Break Down

Topic	No. of Questions
Topic 1, Identify Microsoft platform components for Dynamics 365	25
Topic 2, Understand AI and Mixed Reality for Dynamics 365	14
Topic 3, Understand Customer Engagement apps	27
Topic 4, Understand Dynamics 365 Finance and Operations apps	76
<b>Total</b>	<b>142</b>

**QUESTION NO: 1**

Your company use Dynamics 365 Sales.

The company has recently held an expo. You have a database with a list the names and contact details of people that attended the expo.

You want to import the list as leads into Dynamics 365 Sales.

You export the data to a .csv file and import the .csv file into Dynamics 365 Sales.

Does this action achieve your goal?

- A. Yes, it does.
- B. No, it does not.

**ANSWER: A****Explanation:**

You can import leads from the following file formats:

Comma-separated values (.csv)

Text (.txt)

Compressed (.zip)

Excel Spreadsheet 2003 (.xml) Excel Workbook (.xlsx)

Reference: <https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/basics/import-accounts-leads-other-data>

**QUESTION NO: 2**

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

**ANSWER: B D**

**Explanation:**

Microsoft Relationship Sales includes the following components:

- Dynamics 365 Sales Enterprise
- LinkedIn Sales Navigator

Reference:

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

**QUESTION NO: 3 - (DRAG DROP)**

**DRAG DROP**

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.

**Select and Place:**

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

**Explanation:**

Reference:

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

**QUESTION NO: 4**

A manufacturing company plans to implement Dynamics 365 Supply Chain Management.

Which module completes the manufacturing of finished goods leveraging Product Information Management, General Ledger, and other modules?

- A. Production Control
- B. Asset Management
- C. Warehouse Management
- D. Inventory Management

**ANSWER: A****Explanation:**

Reference:

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

**QUESTION NO: 5**

A company uses Dynamics 365 Human Resources.

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

Where should you direct the workers?

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

**ANSWER: C****Explanation:**

Reference:

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

**QUESTION NO: 6 - (DRAG DROP)**

Which of the following can be synchronized between Microsoft Exchange Online and Dynamics 365 Sales?

To answer, drag the appropriate component from the column on the left to the answer area on the right.

NOTE: Each correct selection is worth one point.

Select and Place:

**Components**

- Tasks
- Appointments
- Accounts
- Contacts
- Calendar
- Notes

**Answer Area**

- 
- 
- 

**ANSWER:**

**Explanation:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/outlook-addin/admin-guide/configure-synchronization-appointments-contacts-tasks>

**QUESTION NO: 7**

Your company has a Microsoft Dynamics 365 Customer Service system.

Company security policy states that Auditing must be enabled in Dynamics 365.

You enable Global Auditing in Dynamics 365.

Which two of the following statements are true?

Note: Each correct option is with one point

- A. Auditing can be enabled or disabled at the entity level.
- B. Only user access to the system is logged.
- C. If a field value is updated, you can determine the previous value from the audit log.
- D. The default audit log retention period is 120 days.

**ANSWER: A C**

**Explanation:**

Topic 2, Describe AI and Mixed Reality for Dynamics 365

**QUESTION NO: 8 - (HOTSPOT)**

HOTSPOT

A company is implementing Dynamics 365 Business Central. The company wants to use project management tools. What should the company implement? To answer, select the appropriate option in the answer area.

**Hot Area:**

**Answer Area**

In order to manage projects, you must

	▼
also implement Dynamics 365 Finance	
also implement Customer Insights	
use Business Central capabilities	

**ANSWER:**

**Answer Area**

In order to manage projects, you must

	▼
also implement Dynamics 365 Finance	
also implement Customer Insights	
use Business Central capabilities	

**Explanation:**

**QUESTION NO: 9 - (HOTSPOT)**

HOTSPOT

A customer purchases Microsoft 365 and Dynamics 365 Sales.

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**

<b>Statement</b>	<b>Yes</b>	<b>No</b>
Salespeople can only use Microsoft Teams to call customers who also use Teams.	<input type="radio"/>	<input type="radio"/>
Executives must have Power BI desktop installed to view Power BI reports shared with them.	<input type="radio"/>	<input type="radio"/>
Salespeople can share notes within Dynamics 365 Sales using OneNote.	<input type="radio"/>	<input type="radio"/>

**ANSWER:**

**Answer Area**

<b>Statement</b>	<b>Yes</b>	<b>No</b>
Salespeople can only use Microsoft Teams to call customers who also use Teams.	<input type="radio"/>	<input checked="" type="radio"/>
Executives must have Power BI desktop installed to view Power BI reports shared with them.	<input type="radio"/>	<input checked="" type="radio"/>
Salespeople can share notes within Dynamics 365 Sales using OneNote.	<input checked="" type="radio"/>	<input type="radio"/>

**Explanation:**

### QUESTION NO: 10

A company plans to deploy Dynamics 365 Customer Service and integrate it with two proprietary apps. The company does not have a virtual private network (VPN) or secure network.

Which two reasons require deploying the app to a private cloud? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A.** You have an application that only runs on a legacy operating system.
- B.** Your company has very strict legal and compliance requirements.
- C.** You do not have an IT security specialist onsite.

D. You do not have access to the internet while working on company computers.

**ANSWER: A D**