



MB-600^{Q&As}

Microsoft Dynamics 365 + Power Platform Solution Architect

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QUESTION 1

HOTSPOT

A client plans to implement a sales platform to help with sales activities.

The sales platform must have the following capabilities:

1.

Handle a high volume of sales calls that has transcription and call analytics.

2.

Provide support for sales reps in the field on Android or iOS devices.

3.

Include social networking capabilities by using email and LinkedIn.

You need to recommend solutions to help the client achieve the goal.

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

NOTE: Each correct selection is worth one point.

Hot Area:



Answer Area

Scenario

Suggested solutions

High volume sales calling with transcription and call analytics

	▼
Relationship Sales	
Dynamics 365 Sales with the Outlook app	
Dynamics 365 Sales with the mobile app	
Dynamics 365 Sales Insights	

Primarily outside sales reps

	▼
Relationship Sales	
Dynamics 365 Sales with the Outlook app	
Dynamics 365 Sales with the mobile app	
Dynamics 365 Sales Insights	

Inside sales primarily using email and LinkedIn

	▼
Relationship Sales	
Dynamics 365 Sales with the Outlook app	
Dynamics 365 Sales with the mobile app	
Dynamics 365 Sales Insights	

Correct Answer:



Answer Area

Scenario	Suggested solutions
High volume sales calling with transcription and call analytics	<ul style="list-style-type: none">Relationship SalesDynamics 365 Sales with the Outlook appDynamics 365 Sales with the mobile appDynamics 365 Sales Insights
Primarily outside sales reps	<ul style="list-style-type: none">Relationship SalesDynamics 365 Sales with the Outlook appDynamics 365 Sales with the mobile appDynamics 365 Sales Insights
Inside sales primarily using email and LinkedIn	<ul style="list-style-type: none">Relationship SalesDynamics 365 Sales with the Outlook appDynamics 365 Sales with the mobile appDynamics 365 Sales Insights

QUESTION 2

HOTSPOT

A client maintains many versions of Microsoft Dynamics CRM and Dynamics 365 Customer Engagement (on-premises). The client plans to migrate solutions between source systems and target systems.

You need to identify which versions of Dynamics CRM and Dynamics 365 are compatible for solution migration.

For which source and target combination can you migrate solutions? To answer, select the appropriate option in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:



Answer Area

Source version	Target version	Are versions compatible?
Dynamics CRM 2016 (v8.1)	Dynamics CRM 2016 (v8.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics CRM 2015 (v7.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics 365 (v8.2)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics CRM 2013 (v6.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics 365 (v9.0)	Dynamics 365 (v8.2)	<input type="checkbox"/> No <input type="checkbox"/> Yes

Correct Answer:



Answer Area

Source version	Target version	Are versions compatible?
Dynamics CRM 2016 (v8.1)	Dynamics CRM 2016 (v8.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics CRM 2015 (v7.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics 365 (v8.2)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics CRM 2013 (v6.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics 365 (v9.0)	Dynamics 365 (v8.2)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes

Reference: <https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/developer/introduction-solutions>

QUESTION 3

HOTSPOT

You are designing the security model for a company implementing Dynamics 365 Sales.

This company is a large organization with several divisions that have several sets of customer bases. The company has the following requirements:

1.
Permissions must be set at a high level for these divisions and granulized as they get assigned to different departments.
2.
Centralized support staff need read/write access to accounts and the ability to assign accounts to salespeople.
- 3.



Large-scale projects need cross-functional groups to have permissions to the same accounts.

Which security model should you use for each requirement? To answer, select the appropriate option in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Requirement	Security model
Division-level permissions	<div style="border: 1px solid black; padding: 2px;"><div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between;">▼</div><ul style="list-style-type: none">Active Directory groupsBusiness UnitsShare recordsRole-based security</div>
Centralized support staff	<div style="border: 1px solid black; padding: 2px;"><div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between;">▼</div><ul style="list-style-type: none">TeamsBusiness UnitsField-level securityRole-based security</div>
Cross-functional groups	<div style="border: 1px solid black; padding: 2px;"><div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between;">▼</div><ul style="list-style-type: none">TeamsBusiness UnitsField-level securityShare records</div>

Correct Answer:



Answer Area

Requirement	Security model
Division-level permissions	<div style="border: 1px solid black; padding: 2px;"><div style="background-color: #cccccc; padding: 2px; display: flex; justify-content: space-between;">▼</div><ul style="list-style-type: none">Active Directory groups<li style="background-color: #d9ead3;">Business UnitsShare recordsRole-based security</div>
Centralized support staff	<div style="border: 1px solid black; padding: 2px;"><div style="background-color: #cccccc; padding: 2px; display: flex; justify-content: space-between;">▼</div><ul style="list-style-type: none">TeamsBusiness UnitsField-level security<li style="background-color: #d9ead3;">Role-based security</div>
Cross-functional groups	<div style="border: 1px solid black; padding: 2px;"><div style="background-color: #cccccc; padding: 2px; display: flex; justify-content: space-between;">▼</div><ul style="list-style-type: none"><li style="background-color: #d9ead3;">TeamsBusiness UnitsField-level securityShare records</div>

QUESTION 4

DRAG DROP

You need to recommend a solution for integrating luggage information.

What should you recommend? To answer, drag the appropriate types to the correct entities. Each type must 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:



Answer Area

Types	Entity	Type
Custom entity		
Virtual entity	Luggage	
Activity entity	Passenger	
Custom activity entity		

Correct Answer:

Answer Area

Types	Entity	Type
	Luggage	Virtual entity
Activity entity	Passenger	Custom entity
Custom activity entity		

QUESTION 5

HOTSPOT

You need to recommend the technology that matches the requirement.

Which component should you recommend? To answer, select the appropriate option in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:



Answer Area

Requirement	Component
Notification of inmate registration	<ul style="list-style-type: none">Cafe-XDashboardsCommon Data Model (CDM)Server-side synchronization
Inmate information data synchronization	<ul style="list-style-type: none">Duplicate DetectionCommon Data Services (CDS)Azure Bus ServicesAzure Bus Services
Stakeholder information	<ul style="list-style-type: none">Power BIDashboardsViewsDynamics 365 Portal

Correct Answer:



Answer Area

Requirement	Component
Notification of inmate registration	<ul style="list-style-type: none"> Cafe-X Dashboards Common Data Model (CDM) Server-side synchronization
Inmate information data synchronization	<ul style="list-style-type: none"> Duplicate Detection Common Data Services (CDS) Azure Bus Services Azure Bus Services
Stakeholder information	<ul style="list-style-type: none"> Power BI Dashboards Views Dynamics 365 Portal

Employees use a proprietary database to look up inmate information to enter in Microsoft Excel spreadsheets.

1. All inmate information needs to be brought into the new system from the proprietary database and kept in sync.

2. Once an inmate is registered, an email needs to be sent to the inmate.

3. The chiefs want stakeholders to be able to see reports without needing to log in to Dynamics 365

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