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QUESTION 1

Note: This question is part of series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question in this section, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

In preparation for a Dynamics 365 Sales and Dynamics 365 Customer Service implementation a client is performing a fit-gap analysis.

You need to evaluate the requirements by using a fit-gap methodology in the context of Dynamics 365 Sales and Dynamics 365 Customer Service.

Solution: Users need to update their accounts and add notes while they are offline.

Does the solution meet the goal?

- A. Yes
- B. No

Correct Answer: B

QUESTION 2

HOTSPOT

A company uses Dynamics 365 Sales and Power BI.

Sales managers must be able to keep track of changes to their pipeline in the following ways:

1.
Notify the sales managers when an Opportunity changes sales stage.
2.
Notify the sales managers when the pipeline drops below 2.5M USD.

3.
When reviewing the pipeline in Power BI, a sales executive must be able to add a Playbook to an Opportunity.

You need to recommend a solution that meets the company requirements.

Which solution combination 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	Technology
Notify the sales manager when an Opportunity changes sales stage.	<div style="border: 1px solid black; padding: 2px;"> <div style="text-align: right;">▼</div> <div style="background-color: #f2f2f2; padding: 2px;">Microsoft Power Automate, CDS connector, and Microsoft Office 365 Outlook connector</div> <div style="padding: 2px;">Microsoft Power Automate, CDS connector, and Microsoft Office 365 users</div> <div style="padding: 2px;">Microsoft Power Automate, data alerts, and Microsoft Office 365 connector</div> </div>
Notify the sales managers when the pipeline drops below 2.5M USD.	<div style="border: 1px solid black; padding: 2px;"> <div style="text-align: right;">▼</div> <div style="background-color: #f2f2f2; padding: 2px;">Microsoft Power Automate, CDS connector, and Microsoft Office 365 Outlook connector</div> <div style="padding: 2px;">Data alerts, Microsoft Power Automate, CDS connector, and Microsoft Office 365 users</div> <div style="padding: 2px;">Data alerts, Microsoft Power Automate, and Microsoft Office 365 connector</div> <div style="padding: 2px;">Power BI, Power Apps, Microsoft Power Automate, and CDS connector</div> </div>
When reviewing the pipeline in Power BI, a sales executive must be able to add a Playbook to an Opportunity.	<div style="border: 1px solid black; padding: 2px;"> <div style="text-align: right;">▼</div> <div style="background-color: #f2f2f2; padding: 2px;">Power BI, Power Apps, CDS connector, and Microsoft Office 365 Outlook connection</div> <div style="padding: 2px;">Data alerts, Microsoft Power Automate, CDS connector, and Microsoft Office 365 users</div> <div style="padding: 2px;">Data alerts, Microsoft Power Automate, and Microsoft Office 365 connector</div> <div style="padding: 2px;">Power BI, Power Apps, Microsoft Power Automate, and CDS connector</div> </div>

Correct Answer:

Answer Area

Requirement	Technology
Notify the sales manager when an Opportunity changes sales stage.	<div style="border: 1px solid black; padding: 2px;"> <div style="text-align: right;">▼</div> <div style="background-color: #f2f2f2; padding: 2px;">Microsoft Power Automate, CDS connector, and Microsoft Office 365 Outlook connector</div> <div style="background-color: #e0ffe0; padding: 2px;">Microsoft Power Automate, CDS connector, and Microsoft Office 365 users</div> <div style="padding: 2px;">Microsoft Power Automate, data alerts, and Microsoft Office 365 connector</div> </div>
Notify the sales managers when the pipeline drops below 2.5M USD.	<div style="border: 1px solid black; padding: 2px;"> <div style="text-align: right;">▼</div> <div style="background-color: #f2f2f2; padding: 2px;">Microsoft Power Automate, CDS connector, and Microsoft Office 365 Outlook connector</div> <div style="background-color: #e0ffe0; padding: 2px;">Data alerts, Microsoft Power Automate, CDS connector, and Microsoft Office 365 users</div> <div style="padding: 2px;">Data alerts, Microsoft Power Automate, and Microsoft Office 365 connector</div> <div style="padding: 2px;">Power BI, Power Apps, Microsoft Power Automate, and CDS connector</div> </div>
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QUESTION 3

DRAG DROP

You are designing a business continuity strategy for a client who is using Dynamics 365 Sales.





The client works with critical data where any data loss creates a high risk.

You need to document the failover process for the stakeholders.



In which order should you recommend the actions be performed? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

Select and Place:

Actions	Answer Area
If the second call is successful, the application continues normally.	
The application redirects calls to the established backup datacenter.	
The application redirects calls to an on-premises server.	
The application receives an exception after attempting the service call.	
The application automatically tries the call again.	
The application makes a service call to the datacenter.	 

Correct Answer:



Actions	Answer Area
	The application makes a service call to the datacenter.
	The application receives an exception after attempting the service call.
The application redirects calls to an on-premises server.	The application redirects calls to the established backup datacenter.
	The application automatically tries the call again.
	If the second call is successful, the application continues normally.

QUESTION 4

A company that is implementing Dynamics 365 Sales commonly experiences high turnover.

The company requests security roles that are optimized for adding and removing large numbers of users daily.

Large groups of users share common access privilege needs.

Complex entity access scenarios must be able to be added and removed in bulk.

You need to recommend a feature that will meet the needs of the company.

Which feature should you recommend?

- A. User access management
- B. Team privileges
- C. Hierarchy security
- D. Field-level security

Correct Answer: B



QUESTION 5

Note: This question is part of series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

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In preparation for a Dynamics 365 Sales and Dynamics 365 Customer Service implementation a client is performing a fit-gap analysis.

You need to evaluate the requirements by using a fit-gap methodology in the context of Dynamics 365 Sales and Dynamics 365 Customer Service.

Solution: Quotes and Orders need to push and receive data in real-time from SAP.

Does the solution meet the goal?

- A. Yes
- B. No

Correct Answer: B

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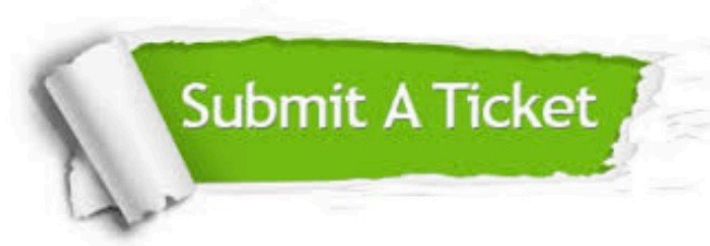
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24x7 Customer Support
Average 99.9% Success Rate
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