



MB-901^{Q&As}

Microsoft Dynamics 365 Fundamentals

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QUESTION 1

HOTSPOT

A company wants to ensure they comply with common data privacy standards and regulations. 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

Statement	Yes	No
An administrator can export personal user data at the request of the user.	<input type="checkbox"/>	<input type="checkbox"/>
Both Microsoft and the company are responsible for breaches of personal data.	<input type="checkbox"/>	<input type="checkbox"/>
Compliance Manager is a third-party tool that assesses the compliance of a company's cloud solution.	<input type="checkbox"/>	<input type="checkbox"/>

Correct Answer:

Answer Area

Statement	Yes	No
An administrator can export personal user data at the request of the user.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Both Microsoft and the company are responsible for breaches of personal data.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Compliance Manager is a third-party tool that assesses the compliance of a company's cloud solution.	<input type="checkbox"/>	<input checked="" type="checkbox"/>



QUESTION 2

A company uses Dynamics 365 Finance and Dynamics 365 Supply Chain Management. The company is transitioning from a traditional discrete manufacturing shop floor layout to a lean manufacturing layout with work cells and inventory stores.

The company must be able to try out various configurations of existing equipment to maximize product flow and efficiently use all of the space within the existing plant without disrupting production.

You need to recommend a solution.

What should you recommend?

- A. Layout
- B. Guides
- C. Remote Assist
- D. Power Virtual Agents

Correct Answer: A

QUESTION 3

An interior design company uses Dynamics 365 Layout to show clients what furniture could look like in their space.

Clients send files that represent the layout for their homes or offices. A specific client has a subscription to use Microsoft Office 365 apps.

You need to obtain a file from the client that can be imported into Dynamics 365 Layout.

Which type of file should you ask for?

- A. Microsoft Excel
- B. AI Builder
- C. Microsoft Visio
- D. Microsoft Planner

Correct Answer: C

Reference: <https://docs.microsoft.com/en-us/dynamics365/mixed-reality/import-tool/layout>

QUESTION 4

HOTSPOT

Dynamics 365 Sales supports which scenarios?



For each of the following statements, select Yes if the scenario is supported. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Scenario	Yes	No
You create a lead for a trade show visitor and then close the lead. The customer contacts you after the trade show and expresses interest in your services. You are able to reopen the lead.	<input type="checkbox"/>	<input type="checkbox"/>
A production planner asks you to place an order for an item in your new product line. You are able to create the order by using a mobile device.	<input type="checkbox"/>	<input type="checkbox"/>

Correct Answer:

Answer Area

Scenario	Yes	No
You create a lead for a trade show visitor and then close the lead. The customer contacts you after the trade show and expresses interest in your services. You are able to reopen the lead.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
A production planner asks you to place an order for an item in your new product line. You are able to create the order by using a mobile device.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/re-open-lead-sales>
<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/use-sales-hub-on-dynamics-365-mobile>

QUESTION 5

HOTSPOT

A company uses 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

Statement	Yes	No
An existing customer wants you to send them literature for a new product. You must create a new contact and attach the literature to the contact.	<input type="radio"/>	<input type="radio"/>
You call an existing customer to review a service agreement that is about to expire. Your company requires all phone calls to be included in a call report. You must create a note in the contact record.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

Answer Area

Statement	Yes	No
An existing customer wants you to send them literature for a new product. You must create a new contact and attach the literature to the contact.	<input type="radio"/>	<input checked="" type="radio"/>
You call an existing customer to review a service agreement that is about to expire. Your company requires all phone calls to be included in a call report. You must create a note in the contact record.	<input type="radio"/>	<input checked="" type="radio"/>

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