MB-901^{Q&As}

Microsoft Dynamics 365 Fundamentals

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QUESTION 1

You need to enter leads in Dynamics 365 Sales.

Which two applications can you use to achieve the goal? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. Dynamics 365 Commerce

B. emails

C. CSV files

D. Dynamics 365 Customer Insights

Correct Answer: BC

QUESTION 2

A company plans to implement Dynamics 365 Finance.

You need to ensure that users can only view menu options that are appropriate for their jobs.

Which permission type should you use?

A. role-based security

B. Office 365 Groups

C. team security

D. field-level security

Correct Answer: A

QUESTION 3

HOTSPOT

A non-profit company is considering moving their Dynamics 365 solution from on-premises to online.

You need to help the company understand where their data will be stored after the move and who will own the data.

How should you respond? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Question	Response
Where will data be stored?	▼
	the customer's geographic region
	the datacenter selected by the customer
	the least used datacenter
Who owns the data?	▼
	the customer
	Microsoft
	the customer while subscription is active, otherwise Microsoft

Correct Answer:

Answer Area

Question	Response
Where will data be stored?	▼
	the customer's geographic region
	the datacenter selected by the customer
	the least used datacenter
Who owns the data?	▼
	the customer
	Microsoft
	the customer while subscription is active, otherwise Microsoft

QUESTION 4

HOTSPOT

A company uses Dynamics 365 Marketing. The company wants an automated solution to test two email designs before launching the entire email campaign.

You need to recommend a solution for the company.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

What is the automated solution?

A/B test
Market Insights
Enhanced email

Which testing process is used?

Separate emails are simultaneously sent to two sample groups. The email with the most response is then sent to the rest of the group.
An email is sent to a sample group. If there are enough responses, the email is sent to the others. Otherwise, the second email is sent.
An email is sent to a sample group. A summary of responses is sent to the creator.

Correct Answer:

Answer Area

What is the automated solution?

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An email is sent to a sample group. If there are enough responses, the email is sent to the others. Otherwise, the second email is sent.
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Reference: https://docs.microsoft.com/en-gb/dynamics365/marketing/email-a-b-testing

QUESTION 5

Which three modules are included in Dynamics 365 Supply Chain Management? Each correct answer presents a complete solution. NOTE: Each correct selection is worth one point.

A. Service hub

B. Product information management

C. Master planning

D. Dynamics 365 Remote Assist

E. Project management and accounting

Correct Answer: BCE

Reference:

https://docs.microsoft.com/en-us/learn/modules/get-started-supply-chain-management-dyn365-supply- chain-mgmt/

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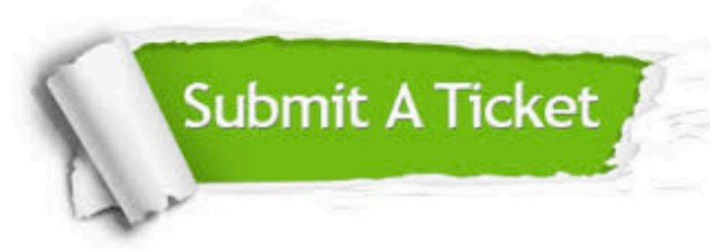Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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