



MB-901^{Q&As}

Microsoft Dynamics 365 Fundamentals

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**QUESTION 1**

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

Correct Answer: BD

Microsoft Relationship Sales includes the following components:

1.
Dynamics 365 Sales Enterprise
2.
LinkedIn Sales Navigator

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

QUESTION 2

A company uses Dynamics 365 Sales.

You need to analyze account data and create reports based on the analyses.

Which tool should you use?

- A. Power Automate
- B. Power BI
- C. Microsoft Forms Pro
- D. Management Reporter

Correct Answer: B

Power BI is a power analytics tool that allows us to visualize data. We can create reports in Power BI using Dynamics 365 data. Incorrect Answers:



A: Power Automate is used to send surveys to respondents based on a business trigger.

C: Microsoft Forms Pro is used to create surveys.

D: Management Reporter is now known as Financial Reports is not available in Dynamics 365 Sales.

Reference: <https://community.dynamics.com/crm/b/magnetismsolutionscrmblog/posts/how-to-connect-power-bi-to-dynamics-365> <https://docs.microsoft.com/en-us/power-platform/admin/use-power-bi>

QUESTION 3

A company uses Dynamics 365 Finance. The company plans to implement Dynamics 365 Sales. Customer information resides in different systems in addition to Dynamics 365. The systems use different customer numbers for the same customers.

You need to recommend a solution for the customer to meet the following requirements:

1.
Use the same number to represent a customer in both systems.
2.
Prevent users from having to enter data for common fields such as address and phone number into both systems.

What are two possible ways to achieve this goal? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Create standardized data templates based on Common Data Model.
- B. Add custom code because every system has different data.
- C. Use Common Data Service to connect multiple systems.
- D. Export data into spreadsheets to move the data between systems.

Correct Answer: AC

Reference: <https://docs.microsoft.com/en-us/common-data-model/>

QUESTION 4

A manufacturing company uses Dynamics 365 Supply Chain Management. The company is working on a production order that will span several months.

The company wants to determine what raw materials must be purchased to complete the current production cycle.

You need to recommend a solution for the company.

What should you recommend?

- A. asset management



- B. cost management
- C. master planning
- D. inventory management

Correct Answer: C

QUESTION 5

You are a sales representative for a company. Which feature can be found in Dynamics 365 Sales?

- A. Turning leads into opportunities.
- B. Tracking the asset history of a customer.
- C. Resolving an open case of a customer.
- D. Tracking service level agreements.

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/qualify-lead-convert-opportunity-sales>

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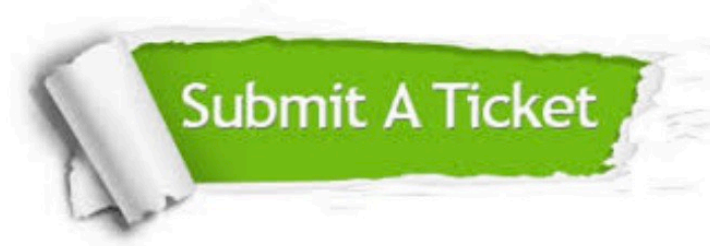
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