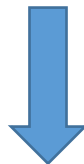


Microsoft Dynamics 365 Certification MB-901 Exam



- **Vendor: Microsoft**
- **Exam Code: MB-901**
- **Exam Name: Microsoft Dynamics 365 Fundamentals**

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NEW 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. Choose two.)

- A. Dynamics 365 Sales Enterprise
- B. Dynamics 365 Customer Insights
- C. Dynamics 365 Sales Insights
- D. Dynamics Sales Navigator

Answer: AD

NEW QUESTION 2

A company uses Dynamics 365 Marketing. The company uses a third-party app to send email surveys to prospects to better understand their business needs. There is currently no link to prospect records and users report that the survey management process is manual and is difficult to manage. You need to automate the survey process and streamline collection and analysis of responses. What are two possible ways to achieve this goal? (Each correct answer presents a complete solution. Choose two.)

- A. Create a survey form in Dynamics 365 Marketing and create a campaign to send it to out and collect data.
- B. Create surveys in Dynamics 365 Marketing by using Questionnaire.
- C. Use Forms Pro to compile results from the existing third-party app.
- D. Use Power Automate to automatically send Forms Pro surveys.

Answer: CD

NEW QUESTION 3

A company manufactures custom drug compounds. You need to recommend a Dynamics 365 app that allows the company to manage the concentration of specific active ingredients. Provide traceability of ingredients from supplier to customer, and substitute ingredients based on compound type. What should you recommend?

- A. Dynamic 365 Customer service
- B. Dynamic 365 Asset Management
- C. Dynamics 365 Supply Chain Management
- D. Dynamic 365 Product Insights

Answer: D

NEW QUESTION 4

Which three modules are included in Dynamics 365 Supply Chain Management? (Each correct answer presents a complete solution. Choose three.)

- A. Project management and accounting
- B. Service hub
- C. Master planning
- D. Dynamics 365 Remote Assist
- E. Product information management

Answer: ACE

Explanation:

<https://docs.microsoft.com/en-us/learn/modules/get-started-supply-chain-management-dyn365-supply-chainmgmt/3-overview-scm>

NEW QUESTION 5

You need to implement a solution that can manage manufacturing processes and customer order functions for a company. What should you implement?

- A. Dynamics 365 Supply Chain Management and Dynamic 365 Commerce
- B. Dynamics 365 Business Central and Dynamics 365 Customer Service
- C. Dynamic 365 Business Central only
- D. Dynamic 365 Supply Chain Management only

Answer: A

NEW QUESTION 6

A company uses Dynamics 365 Commerce. The company is launching a new product line for select stores. The company wants to ensure that stores participating in the launch receive the new products. Stores that are not participating in the launch must not be able to order the products. You need to recommend tools to help the company launch the new product line. What should recommend? (To answer, select the appropriate option in the answer area.)

- A. Define products for distribution using product assortment.
- B. Define products for distribution using security roles.
- C. Define products for distribution using purchase agreement.
- D. Define products for distribution using trade agreement.

Answer: BC

NEW QUESTION 7

A company plans to purchase Dynamic 365 Finance. The company has customer who frequently pay their invoices late or do not pay at all. The company continues to sell to these customers. This creates large write-offs of bad debt. The company needs to proactively communicate with customers, collect unpaid accounts receivable, and stop new sales until past due invoices are paid. You need to recommend solution to facilitate communicate and collections. Which three options should you recommend? (Each answer represents a complete solution. Choose two.)

- A. Customer statements
- B. Collection letter
- C. Open sales orders report
- D. Stop customer
- E. Payment journals

Answer: AE

NEW QUESTION 8

A company uses Microsoft Exchange online. Sales team members want to use Microsoft Outlook to view items that were created in Dynamics 365 Sales. Which three components are synchronized between Dynamics 365 Sales and Outlook? (Choose three.)

- A. Tasks
- B. Appointments
- C. Phone calls
- D. Contacts
- E. Accounts

Answer: BDE

NEW QUESTION 9

A medical clinic uses Dynamic 365 Sales. The clinic wants to rapidly implement a solution that optimizes coordination of care for patients. You need to recommend a solution for the clinic. What should recommend?

- A. Insights
- B. Canvas app
- C. Portal
- D. Healthcare Accelerator

Answer: A

NEW QUESTION 10

You are discussing the benefits of hosting a Dynamics 365 development sandbox on Microsoft Azure. What are two benefits? (Each correct answer presents a complete solution. Choose two.)

- A. Ability to easily scale for increased growth.
- B. A higher of system availability in the event if a disaster.
- C. Ability to adhere to static cost requirements.
- D. Physical control over server hardware.

Answer: AC

NEW QUESTION 11

A manufacturing company plans to implement Dynamics 365 Supply Chain Management. Which module completes the manufacturing of finished goods leveraging Products information Management, General ledger, and other modules?

- A. Production Control
- B. Inventory Management
- C. Warehouse Management
- D. Asset Management

Answer: A

NEW QUESTION 12

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