Microsoft

MB-901 Exam

Dynamics 365 Fundamentals

Questions & Answers

(Demo Version - Limited Content)

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Version: 10.0

Question: 1

HOTSPOT

A company uses one system for sales and one system for order management. When quotes are accepted in the sales system, the customer and order are reentered into the order management system.

What is a benefit of using the Common Data Model, and who can manage the model? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

What is a benefit of using the Common Data Model?

▼

You can perform one-time data migrations.
You can copy data formats from one system to another.
You can store data in a standardized format.

Who can manage data elements in Common Data Model models?

▼

App developers
End users
Customer service representatives
Sales team members

Answer:

Answer Area

What is a benefit of using the Common Data Model?

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You can copy data formats from one system to another.
You can store data in a standardized format.

Who can manage data elements in Common Data Model models?

App developers
End users
Customer service representatives
Sales team members

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

Question: 2

You are implementing Dynamics 365 Customer Service.
Company executives need to decide whether to put the data on-premises or in the cloud.
You need to explain the data security benefits of the cloud.
What should you communicate to the executives?

A. Active Directory keeps data secure.
B. Data is in a government cloud.
C. Data on-premises is encrypted by default.
D. Data online is encrypted by default.

Answer: D

Explanation:
Reference:
https://docs.microsoft.com/en-us/microsoft-365/compliance/office-365-encryption-in-microsoft-

dynamics-365?view=o365-worldwide

Question: 3

HOTSPOT
A company uses Dynamics 365 Sales. The company plans to create custom reports and dashboards.
The company does not want to manage security for reporting separately.
For each of the following statements, select Yes if the statement is true. Otherwise, select No.
NOTE: Each correct selection is worth one point.

Answer Area

Statement	Yes	No
An administrator imports data from Dynamics 365 Sales into Power BI. Power BI reports use the same security as Dynamics 365 Sales.	○	○
SQL Server Reporting Services reports use the same security as Dynamics 365 Sales.	○	○
Sales Insights uses the same security as Dynamics 365 Sales.	○	○

Answer:

Answer Area

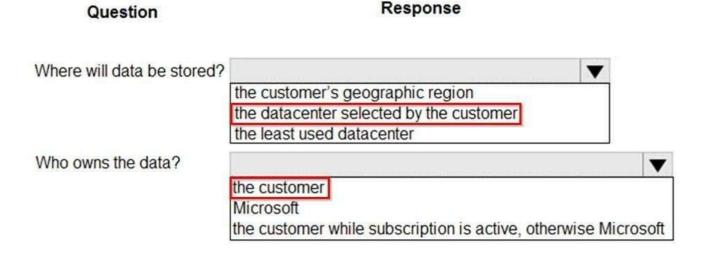| Statement	Yes	No
An administrator imports data from Dynamics 365 Sales into Power BI. Power BI reports use the same security as Dynamics 365 Sales.	○	◙
SQL Server Reporting Services reports use the same security as Dynamics 365 Sales.	◙	○
Sales Insights uses the same security as Dynamics 365 Sales.	◙	○

Question: 4

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.

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

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: 5

DRAG DROP
A company plans to deploy Dynamics 365 Sales.
Match each term to its definition.
Instructions: To answer, drag the appropriate deployment type from the column on the left to its definition on the right. Each deployment type may be used once, more than once, or not at all. Each correct match is worth one point.
NOTE: Each correct selection is worth one point.

Answer Area

Deployment types	Benefit	Deployment type
online	Remove the dependence on internal IT staff to perform backups.	
on-premises	Simplify investments in licenses.	
	Production and test environment can be provisioned without using internal resources.	

Answer:

Answer Area

Deployment types	Benefit	Deployment type
online	Remove the dependence on internal IT staff to perform backups.	online
on-premises	Simplify investments in licenses.	on-premises
	Production and test environment can be provisioned without using internal resources.	online

Question: 6

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.

Answer Area

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

Answer:

Answer Area

Statement	Yes	No
An administrator can export personal user data at the request of the user.	◙	O
Both Microsoft and the company are responsible for breaches of personal data.	◙	O
Compliance Manager is a third-party tool that assesses the compliance of a company's cloud solution.	O	◙

Question: 7

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?
Each correct answer presents a complete solution.
NOTE: Each correct selection is worth one point.

A. Tasks
B. Appointments
C. Phone calls
D. Accounts

E. Contacts

Answer: A,B,E

Explanation:
Reference:
https://docs.microsoft.com/en-us/dynamics365/outlook-addin/admin-guide/configure-synchronization-appointments-contacts-tasks

Question: 8

A company uses Dynamics 365 Sales. You plan to use Power Apps to create a canvas app that allows sales team members to enter data for customers, leads, and opportunities.
Sales team members must be able to enter the information from desktops, laptops, tablets, and mobile devices. All salespeople need access to the same forms, views and reports.
What is the minimum number of Power Apps that you must create?

A. 1
B. 2
C. 3
D. 4

Answer: A

Question: 9

There are complex services being used with your Dynamics 365 instance in which you own and manage the software applications as well as the data hosted in Azure.
You need to determine which type of cloud service model is being used by your organization.
Which cloud service model is being used?

A. platform as a service (PaaS)
B. infrastructure as a service (IaaS)
C. software as a service (SaaS)

Answer: A

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.
NOTE: Each correct selection is worth one point.

A. ability to adhere to static cost requirements
B. a higher level of system availability in the event of a disaster
C. ability to easily scale for increased growth

D. physical control over server hardware

Answer: B,C

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