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Q&A

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Exam : MB-901

**Title : Microsoft Dynamics 365
Fundamentals**

Version : DEMO

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 Common Data Model models?

| | |
|----------------------------------|---|
| | ▼ |
| App developers | |
| Users | |
| Customer service representatives | |
| Sales team members | |

Answer:

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 Common Data Model models?

| | |
|----------------------------------|---|
| | ▼ |
| App developers | |
| Users | |
| Customer service representatives | |
| Sales team members | |

Explanation:

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

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>

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. | <input type="radio"/> | <input type="radio"/> |
| SQL Server Reporting Services reports use the same security as Dynamics 365 Sales. | <input type="radio"/> | <input type="radio"/> |
| Sales Insights uses the same security as Dynamics 365 Sales. | <input type="radio"/> | <input type="radio"/> |

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. | <input type="radio"/> | <input checked="" type="radio"/> |
| SQL Server Reporting Services reports use the same security as Dynamics 365 Sales. | <input checked="" type="radio"/> | <input type="radio"/> |
| Sales Insights uses the same security as Dynamics 365 Sales. | <input checked="" type="radio"/> | <input type="radio"/> |

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? | <div style="border: 1px solid gray; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between; align-items: center;"> ▼ </div> <div style="padding: 2px;"> <p>the customer's geographic region</p> <p>the datacenter selected by the customer</p> <p>the least used datacenter</p> </div> </div> |
| Who owns the data? | <div style="border: 1px solid gray; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between; align-items: center;"> ▼ </div> <div style="padding: 2px;"> <p>the customer</p> <p>Microsoft</p> <p>the customer while subscription is active, otherwise Microsoft</p> </div> </div> |

Answer:

Answer Area

| Question | Response |
|----------------------------|---|
| Where will data be stored? | <div style="border: 1px solid gray; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between; align-items: center;"> ▼ </div> <div style="padding: 2px;"> <p>the customer's geographic region</p> <p style="background-color: #d9ead3;">the datacenter selected by the customer</p> <p>the least used datacenter</p> </div> </div> |
| Who owns the data? | <div style="border: 1px solid gray; padding: 2px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: space-between; align-items: center;"> ▼ </div> <div style="padding: 2px;"> <p style="background-color: #d9ead3;">the customer</p> <p>Microsoft</p> <p>the customer while subscription is active, otherwise Microsoft</p> </div> </div> |

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 |
|--------------------------------------|--|--------------------------|
| <input type="checkbox"/> online | Remove the dependence on internal IT staff to perform backups. | <input type="checkbox"/> |
| <input type="checkbox"/> on-premises | Simplify investments in licenses. | <input type="checkbox"/> |
| | Production and test environment can be provisioned without using internal resources. | <input type="checkbox"/> |

Answer:

Answer Area

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