

MB-920.VCEplus.premium.exam.45q

Number: MB-920  
Passing Score: 800  
Time Limit: 120 min  
File Version: 1.0



**Website:** <https://vceplus.com> - <https://vceplus.co>  
**VCE to PDF Converter:** <https://vceplus.com/vce-to-pdf/>  
**Facebook:** <https://www.facebook.com/VCE.For.All.VN/>  
**Twitter :** [https://twitter.com/VCE\\_Plus](https://twitter.com/VCE_Plus)

**MB-920**

**Microsoft Dynamic 365 Fundamental Finance and Operations Apps (ERP) (beta)**



**Sections**

1. Describe Dynamics 365 Supply Chain Management
2. Describe Dynamics Finance
3. Describe Dynamics 365 Commerce
4. Describe Dynamics 365 Human Resources
5. Describe Project Operations
6. Describe Shared Features

## Exam A

### QUESTION 1

#### DRAG DROP

A company plans to implement Dynamics 365 Supply Chain Management.

Match each manufacturing strategy to its definition.

To answer, drag the appropriate manufacturing strategy from the column on the left to its definition on the right. Each manufacturing strategy may be used once, more than once, or not at all.

**NOTE:** Each correct selection is worth one point.

**Select and Place:**

**Correct Answer:**

**Section: Describe Dynamics 365 Supply Chain Management Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/production-process-overview>

### QUESTION 2

#### HOTSPOT

A company uses Dynamics 365 Supply Chain Management. The company plans to implement Asset Management.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

**Correct Answer:**

**Section: Describe Dynamics 365 Supply Chain Management Explanation**

**Explanation/Reference:**

Reference:

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/asset-management/objects/multi-level-objects>

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/asset-management/objects/create-an-object>

### QUESTION 3

#### HOTSPOT

A company is evaluating Dynamics 365 Supply Chain Management.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

**Correct Answer:**

**Section: Describe Dynamics 365 Supply Chain Management**

**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/subcontracting>

**QUESTION 4****DRAG DROP**

A company plans to implement Dynamics 365 Supply Chain Management.

You need to recommend manufacturing process types for the company.

What should you recommend? To answer, drag the appropriate manufacturing process types to the correct scenarios. Each manufacturing process type may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

**NOTE:** Each correct selection is worth one point.

**Select and Place:**

**Correct Answer:**

**Section: Describe Dynamics 365 Supply Chain Management Explanation**

**Explanation/Reference:**

Reference:

<https://docs.microsoft.com/en-us/learn/modules/get-started-production-control-dyn365-supply-chain-mgmt/7-process-manufacturing> <https://adeelkhanaxian.wordpress.com/2020/09/22/process-manufacturing-vs-discrete-manufacturing/>

**QUESTION 5**

A company plans to implement Dynamics 365 Supply Chain Management.

The company wants shop floor workers to register their daily work by using the production floor execution interface.

Which two activities can employees perform by using the tool? Each correct answer presents a complete solution.

**NOTE:** Each correct selection is worth one point.

- A. Schedule a production order.
- B. Register scrap quantity during production.
- C. Register raw material consumption.
- D. Clock in and clock out.



**Correct Answer:** BD

**Section: Describe Dynamics 365 Supply Chain Management Explanation**

**Explanation/Reference:**

Reference:

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/production-floor-execution-configure>

<https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/production-floor-execution-use>

**QUESTION 6****HOTSPOT**

A company uses Dynamics 365 Supply Chain Management.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

**Correct Answer:**

**Section: Describe Dynamics 365 Supply Chain Management Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/production-control/formulas-versions>

#### QUESTION 7

A candle manufacturing company plans to use Dynamics 365 Supply Chain Management. The proportions of ingredients differ for each finished product.

You need to recommend a manufacturing type for the company.

Which type of manufacturing should the company implement?

- A. Process
- B. Lean
- C. Discrete

**Correct Answer:** A

**Section:** Describe Dynamics 365 Supply Chain Management Explanation

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/learn/modules/introduction-dynamics-365-supply-chain-management/9-manufacturing>

#### QUESTION 8

HOTSPOT

A company plans to use Dynamics 365 Supply Chain Management.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

**Correct Answer:**

**Section:** Describe Dynamics 365 Supply Chain Management Explanation

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/learn/modules/introduction-dynamics-365-supply-chain-management/9-manufacturing>

#### QUESTION 9

HOTSPOT

A company uses Dynamics 365 Supply Chain Management. The company wants to use SharePoint to manage documents from Supply Chain Management.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

**Correct Answer:**

**Section:** Describe Dynamics 365 Supply Chain Management Explanation

**Explanation/Reference:**

Reference:

<https://docs.microsoft.com/en-us/power-platform/admin/configure-server-based-authentication-sharepoint-on-premises>

<https://docs.microsoft.com/en-us/power-platform/admin/manage-documents-using-sharepoint>

**QUESTION 10** An organization has two legal entities. Items may be sold by one company only or by both companies.

You need to recommend a solution to standardize the items across the legal entities.

What should you recommend?

- A. Lifecycle Services
- B. Item templates
- C. Products and product masters
- D. Product Insights

**Correct Answer:** C

**Section:** Describe Dynamics Finance

**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/pim/tasks/release-product-product-master-legal-entities>

#### QUESTION 11

##### HOTSPOT

A company uses Dynamics 365 Finance.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

#### Answer Area

Statements	Yes	No
Account segments can be defined and used in an organization's chart of accounts.	<input type="radio"/>	<input type="radio"/>
You must have Project Operations in order to enter timesheets and expenses against a project.	<input type="radio"/>	<input type="radio"/>
Budget entries can be created from a Microsoft Excel workbook.	<input type="radio"/>	<input type="radio"/>

**Correct Answer:**

### Answer Area

Statements	Yes	No
Account segments can be defined and used in an organization's chart of accounts.	<input checked="" type="radio"/>	<input type="radio"/>
You must have Project Operations in order to enter timesheets and expenses against a project.	<input type="radio"/>	<input checked="" type="radio"/>
Budget entries can be created from a Microsoft Excel workbook.	<input checked="" type="radio"/>	<input type="radio"/>

### Section: Describe Dynamics Finance Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/learn/modules/budgets-exchange-rates-dynamics-365-business-central/3-export-import>

### QUESTION 12 HOTSPOT

A company uses Dynamics 365 Finance.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

#### Hot Area:

### Answer Area

Statements	Yes	No
You can use a purchase order to return previously purchased items to a vendor.	<input type="radio"/>	<input type="radio"/>
You can create a payment proposal to select a set of invoices to pay for a payment batch.	<input type="radio"/>	<input type="radio"/>

#### Correct Answer:

### Answer Area

Statements	Yes	No
You can use a purchase order to return previously purchased items to a vendor.	<input checked="" type="radio"/>	<input type="radio"/>
You can create a payment proposal to select a set of invoices to pay for a payment batch.	<input checked="" type="radio"/>	<input type="radio"/>

### Section: Describe Dynamics Finance Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/procurement/tasks/create-purchase-return-order> <https://docs.microsoft.com/en-us/dynamics365/finance/accounts-payable/create-vendor-payments-payment-proposal>

### QUESTION 13 HOTSPOT

You are evaluating expense management capabilities in Dynamics 365 Finance.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

Hot Area:

### Answer Area

Statements	Yes	No
Enabling intercompany expenses allows workers employed by one legal entity to submit expenses for another legal entity in the same organization.	<input type="radio"/>	<input type="radio"/>
The Expense management mobile workspace allows workers to create, submit, and approve expense reports.	<input type="radio"/>	<input type="radio"/>

Correct Answer:



### Answer Area

Statements	Yes	No
Enabling intercompany expenses allows workers employed by one legal entity to submit expenses for another legal entity in the same organization.	<input checked="" type="radio"/>	<input type="radio"/>
The Expense management mobile workspace allows workers to create, submit, and approve expense reports.	<input checked="" type="radio"/>	<input type="radio"/>

### Section: Describe Dynamics Finance Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/project-operations/prod-exp/intercompany-expense>  
<https://docs.microsoft.com/en-us/dynamics365/project-operations/prod-exp/expense-management-mobile-workspace>

### QUESTION 14 HOTSPOT

A company plans to implement Dynamics 365 Finance as their financial system. The company needs to know which features the system supports.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

### Answer Area

Statements	Yes	No
Configure separation of duties for tasks that must be performed by different users.	<input type="radio"/>	<input type="radio"/>
Automatic notification for approval when an invoice created is higher than \$10,000.	<input type="radio"/>	<input type="radio"/>
Scheduled generation of financial statements.	<input type="radio"/>	<input type="radio"/>

**Correct Answer:**



### Answer Area

Statements	Yes	No
Configure separation of duties for tasks that must be performed by different users.	<input checked="" type="radio"/>	<input type="radio"/>
Automatic notification for approval when an invoice created is higher than \$10,000.	<input type="radio"/>	<input type="radio"/>
Scheduled generation of financial statements.	<input type="radio"/>	<input type="radio"/>

#### Section: Describe Dynamics Finance Explanation

##### Explanation/Reference:

Reference:

<https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/dev-itpro/sysadmin/tasks/set-up-segregation-duties>

<https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/dev-itpro/analytics/financial-reporting-intro>

#### QUESTION 15

A company implements Dynamics 365 Finance.

Which two components can you use to create a financial dimension set?

Each correct answer presents part of the solution.

**NOTE:** Each correct selection is worth one point.

- A. Derived dimension
- B. Financial dimension
- C. Main account
- D. Account structure

**Correct Answer:** BC

#### Section: Describe Dynamics Finance Explanation

##### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamicsax-2012/appuser-itpro/create-a-financial-dimension-set>

#### QUESTION 16

##### HOTSPOT

A company is implementing expense management capabilities in Dynamics 365 Finance.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

##### Hot Area:



### Answer Area

Statements	Yes	No
You can configure the system to use workflows for reviews of cash advance requests.	<input type="radio"/>	<input type="radio"/>
You can configure the system to allow employees to create and manage expense reports on behalf of another employees.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

### Answer Area

Statements	Yes	No
You can configure the system to use workflows for reviews of cash advance requests.	<input checked="" type="radio"/>	<input type="radio"/>
You can configure the system to allow employees to create and manage expense reports on behalf of another employees.	<input checked="" type="radio"/>	<input type="radio"/>



**Section: Describe Dynamics Finance**  
**Explanation**

**Explanation/Reference:**

Reference: <http://d365tour.com/en/microsoft-dynamics-d365o/trade-logistics-d365fo-en/cash-advance/>  
<https://docs.microsoft.com/en-us/dynamics365/project-operations/prod-exp/manage-expense-delegation>

**QUESTION 17** A company using Dynamics 365 Finance has determined they have been paying for products they did not receive.

You need to recommend a solution to prevent this from happening in the future.

What should you recommend?

- A. Implement Accounts payable for three-way matching.
- B. Activate change management.
- C. Implement Accounts receivable for three-way matching.
- D. Use the Vendor portal.

**Correct Answer: A**

**Section: Describe Dynamics Finance**  
**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/finance/accounts-payable/accounts-payable-invoice-matching>

**QUESTION 18**

DRAG DROP

An organization consisting of several companies is implementing Dynamics 365 Finance. The organization views company and department data by geographical regions and business functions.

You need to recommend organization types for the company based on the requirements.

What should you recommend? To answer, drag the appropriate organization types to the correct scenarios. Each organization type may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

**NOTE:** Each correct selection is worth one point.

**Select and Place:**

**Correct Answer:**

**Section: Describe Dynamics Finance**  
**Explanation**

**Explanation/Reference:**

Reference:  
<https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/fin-ops/organization-administration/organizations-organizational-hierarchies>

**QUESTION 19**  
**HOTSPOT**

A company plans to implement Dynamics 365 Finance. The company wants to be able to perform the following actions:

- Calculate aged balances by customer.
- Create customer invoices that are not related to sales orders.

You need to explore accounting solutions for these business requirements.

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**

Requirement	Option
Calculate aged balances by customer.	<div> <div></div> <div> Customer invoices Credit and collections Free text invoices </div> </div>
Create customer invoices that are not related to sales orders.	<div> <div></div> <div> Customer invoices Credit and collections Free text invoices </div> </div>

**Correct Answer:**

### Answer Area

Requirement	Option
Calculate aged balances by customer.	<div> <div></div> <div>Customer invoices</div> <div>Credit and collections</div> <div>Free text invoices</div> </div>
Create customer invoices that are not related to sales orders.	<div> <div></div> <div>Customer invoices</div> <div>Credit and collections</div> <div>Free text invoices</div> </div>

### Section: Describe Dynamics Finance

#### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/finance/accounts-receivable/collections-credit-accounts-receivable>

<https://docs.microsoft.com/en-us/dynamicsax-2012/appuser-itpro/about-customer-invoices-free-text-invoices-and-pro-forma-invoices>

**QUESTION 20** An international services company is implementing Dynamics 365 Finance.

You need to help the implementation team set up the app.

What must be created and configured first?

- A. Business unit
- B. Chart of accounts
- C. Project
- D. Legal entity

**Correct Answer: B**

### Section: Describe Dynamics Finance

#### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/learn/modules/configure-chart-accounts-dyn365-finance/>

### QUESTION 21

#### HOTSPOT

A company uses Dynamics 365 Finance.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

### Answer Area

Statements	Yes	No
You can use a Microsoft Word template to export data from Dynamics 365 Finance.	<input type="radio"/>	<input type="radio"/>
The Dynamics 365 Finance Open in Excel experience allows users to edit and refresh data in Microsoft Excel.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

### Answer Area

Statements	Yes	No
You can use a Microsoft Word template to export data from Dynamics 365 Finance.	<input checked="" type="radio"/>	<input type="radio"/>
The Dynamics 365 Finance Open in Excel experience allows users to edit and refresh data in Microsoft Excel.	<input checked="" type="radio"/>	<input type="radio"/>



**Section: Describe Dynamics Finance**  
**Explanation**

**Explanation/Reference:**

Reference:

<https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/dev-itpro/office-integration/customize-open-office-menu>

### QUESTION 22

DRAG DROP

A company implements Dynamics 365 Finance.

You need to recommend features that the company can use for integrated reporting scenarios.

Which feature should you recommend? To answer, drag the appropriate features to the correct scenarios. Each feature may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

**NOTE:** Each correct selection is worth one point.

**Select and Place:**

**Correct Answer:**

**Section: Describe Dynamics Finance**  
**Explanation**

**Explanation/Reference:**

Reference:

<https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/dev-itpro/analytics/information-access-reporting>

### QUESTION 23

## HOTSPOT

A company plans to implement Dynamics 365 Commerce.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

### Answer Area

Statements	Yes	No
You can create separate payment methods and price groups for each retail store channel.	<input type="radio"/>	<input type="radio"/>
Modern Point of Sale (MPOS) devices can process sales even if the device has no network connectivity.	<input type="radio"/>	<input type="radio"/>

**Correct Answer:**

### Answer Area

Statements	Yes	No
You can create separate payment methods and price groups for each retail store channel.	<input checked="" type="radio"/>	<input type="radio"/>
Modern Point of Sale (MPOS) devices can process sales even if the device has no network connectivity.	<input checked="" type="radio"/>	<input type="radio"/>

**Section: Describe Dynamics 365 Commerce**  
**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/channels-overview>

<https://docs.microsoft.com/en-us/dynamics365/commerce/mpos-or-cpos>

## QUESTION 24

## HOTSPOT

A company plans to implement Dynamics 365 Commerce.

Some products must only be available in specific physical stores due to product weight and physical measurements.

You need to recommend a solution to meet the requirement.

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

**Hot Area:**



### Answer Area

Implement  to restrict the products that are available at each physical location.

promotions

product dimensions

product assortments

Correct Answer:

### Answer Area

Implement  to restrict the products that are available at each physical location.

promotions

product dimensions

product assortments

**Section: Describe Dynamics 365 Commerce**  
**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/assortments>



### QUESTION 25

HOTSPOT

A customer wants to implement Dynamics 365 Human Resources to manage employee benefits.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

### Answer Area

Statements	Yes	No
Human Resources can manage reporting for sick time and vacation time.	<input type="radio"/>	<input type="radio"/>
Human Resources can manage compensation plans.	<input type="radio"/>	<input type="radio"/>
Human Resources can manage work schedules.	<input type="radio"/>	<input type="radio"/>

Correct Answer:



### Answer Area

Statements	Yes	No
Human Resources can manage reporting for sick time and vacation time.	<input checked="" type="radio"/>	<input type="radio"/>
Human Resources can manage compensation plans.	<input checked="" type="radio"/>	<input type="radio"/>
Human Resources can manage work schedules.	<input type="radio"/>	<input checked="" type="radio"/>

#### Section: Describe Dynamics 365 Human Resources

##### Explanation

##### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/human-resources/>

#### QUESTION 26

##### DRAG DROP

A manufacturer uses Dynamics 365 Human Resources and Microsoft HoloLens to augment manufacturing tasks.

The company promotes five employees to a newly created position named quality assurance manager.

You need to use Dynamics 365 functionality to facilitate self-education and apply continuous improvement to the process.

What should you implement? To answer, drag the appropriate features to the correct requirements. Each feature may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

**NOTE:** Each correct selection is worth one point.

##### Select and Place:

##### Correct Answer:

#### Section: Describe Dynamics 365 Human Resources

##### Explanation

##### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-develop-performance-management-overview>

#### QUESTION 27

A company implements the performance management feature in Dynamics 365 Human Resources.

Which performance management component can employees create by using the Employee Self-Service workspace?

- A. Goals
- B. Workflows
- C. Performance reviews
- D. Performance Journal

##### Correct Answer: D

#### Section: Describe Dynamics 365 Human Resources

##### Explanation

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-develop-performance-management-overview>

**QUESTION 28**

HOTSPOT

A company plans to implement Dynamics 365 Human Resources.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

**Answer Area**

Statements	Yes	No
You can assign the following status values to illness and injuries incidents: Open, In process, and Closed.	<input type="radio"/>	<input type="radio"/>
You can specify required physical activity types, physical effort, and required environmental conditions for a job.	<input type="radio"/>	<input type="radio"/>
You can add information about costs, treatments, and filings to reporting agencies to illness and injuries incidents.	<input type="radio"/>	<input type="radio"/>



**Correct Answer:**

**Answer Area**

Statements	Yes	No
You can assign the following status values to illness and injuries incidents: Open, In process, and Closed.	<input checked="" type="radio"/>	<input type="radio"/>
You can specify required physical activity types, physical effort, and required environmental conditions for a job.	<input type="radio"/>	<input checked="" type="radio"/>
You can add information about costs, treatments, and filings to reporting agencies to illness and injuries incidents.	<input checked="" type="radio"/>	<input type="radio"/>

**Section: Describe Dynamics 365 Human Resources**

**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/human-resources/hr-personnel-maintain-employee-injury-illness-information>

**QUESTION 29**

HOTSPOT

A company plans to implement Dynamics 365 Project Operations.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Hot Area:

#### Answer Area

Statements	Yes	No
You can assign employees or contractors to user-defined tasks and subtasks on a project.	<input type="radio"/>	<input type="radio"/>
You can only associate one subproject with each project.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

#### Answer Area

Statements	Yes	No
You can assign employees or contractors to user-defined tasks and subtasks on a project.	<input checked="" type="radio"/>	<input type="radio"/>
You can only associate one subproject with each project.	<input type="radio"/>	<input checked="" type="radio"/>

**Section: Describe Project Operations**  
Explanation

Explanation/Reference:

#### QUESTION 30 HOTSPOT

A company plans to implement Dynamics 365 Project Operations.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

Hot Area:

### Answer Area

Statements	Yes	No
You can define a role that includes the required competencies for a resource.	<input type="radio"/>	<input type="radio"/>
You can draft a work breakdown structure (WBS) by using initial resources assignments.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

### Answer Area

Statements	Yes	No
You can define a role that includes the required competencies for a resource.	<input checked="" type="radio"/>	<input type="radio"/>
You can draft a work breakdown structure (WBS) by using initial resources assignments.	<input checked="" type="radio"/>	<input type="radio"/>



### Section: Describe Project Operations

#### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/project-operations/prod-pma/project-resourcing>

### QUESTION 31

#### HOTSPOT

A company plans to implement Dynamics 365 Project Operations.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

#### Hot Area:

### Answer Area

Statements	Yes	No
You can create project-based sales orders directly from a project record.	<input type="radio"/>	<input type="radio"/>
Project sales orders are automatically created or amended when you save item requirements for a project.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

### Answer Area

Statements	Yes	No
You can create project-based sales orders directly from a project record.	<input checked="" type="radio"/>	<input type="radio"/>
Project sales orders are automatically created or amended when you save item requirements for a project.	<input checked="" type="radio"/>	<input type="radio"/>

### Section: Describe Project Operations Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/project-operations/prod-pma/project-sales-orders>

### QUESTION 32 HOTSPOT

A company plans to implement Dynamics 365 Project Operations.

You need to recommend a capability that meets each requirement.

Which capability should you recommend? To answer, select the appropriate option in the answer area.

**NOTE:** Each correct selection is worth one point.

Hot Area:

### Answer Area

Requirement	Capability
Indicate where a project is in the process for reporting and enforce required information within that process.	<div>▼</div> <div> Stage  Proficiency model  Allocation method  Billing type </div>
Designate specific knowledge aptitudes or certification when assigning to resource tasks.	<div>▼</div> <div> Skill  Proficiency model  Allocation method  Assignment </div>

Correct Answer:



### Answer Area

Requirement	Capability
Indicate where a project is in the process for reporting and enforce required information within that process.	<div>▼</div> <div>Stage</div> <div>Proficiency model</div> <div>Allocation method</div> <div>Billing type</div>
Designate specific knowledge aptitudes or certification when assigning to resource tasks.	<div>▼</div> <div>Skill</div> <div>Proficiency model</div> <div>Allocation method</div> <div>Assignment</div>

### Section: Describe Project Operations Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/project-operations/psa/project-stages>

<https://docs.microsoft.com/en-us/dynamics365/project-operations/psa/resource-management-skills-proficiency>

### QUESTION 33

#### HOTSPOT

A company plans to implement Dynamics 365 Project Operations.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

#### Hot Area:

### Answer Area

Statements	Yes	No
You can invoice one or more projects at the same time by using a project contract.	<input type="radio"/>	<input type="radio"/>
You can specify only one source of funding in a project contract.	<input type="radio"/>	<input type="radio"/>
The type of project that you create for a project contract determines the method that you use to invoice project customers.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

### Answer Area

Statements	Yes	No
You can invoice one or more projects at the same time by using a project contract.	<input checked="" type="radio"/>	<input type="radio"/>
You can specify only one source of funding in a project contract.	<input type="radio"/>	<input checked="" type="radio"/>
The type of project that you create for a project contract determines the method that you use to invoice project customers.	<input checked="" type="radio"/>	<input type="radio"/>

### Section: Describe Project Operations

#### Explanation

#### Explanation/Reference:

Reference:

<https://docs.microsoft.com/en-us/dynamics365/project-operations/prod-pma/project-contracts>

### QUESTION 34

A company manufactures custom medications.

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. Dynamics 365 Supply Chain Management
- B. Dynamics 365 Product Insights
- C. Dynamics 365 Customer Service
- D. Dynamics 365 Asset Management

**Correct Answer:** A

### Section: Describe Shared Features

#### Explanation

#### Explanation/Reference:

Reference:

<https://docs.microsoft.com/en-us/learn/modules/introduction-dynamics-365-supply-chain-management/9-manufacturing>

### QUESTION 35

DRAG DROP

A company plans to implement enterprise asset management.

You need to recommend solutions for the company.

What should you recommend? To answer, drag the appropriate solutions to the correct requirements. Each solution may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

**NOTE:** Each correct selection is worth one point.



**Select and Place:**

**Correct Answer:**

**Section: Describe Shared Features**  
**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/supply-chain/asset-management/>

**QUESTION 36**

A company plans to implement a manufacturing solution that includes integrated rate shipping costs for distribution.

You need to recommend a product to the company.

What should you recommend?

- A. Dynamics 365 Sales
- B. Dynamics 365 Field Service
- C. Dynamics 365 Commerce
- D. Dynamics 365 Supply Chain Management

**Correct Answer: D**

**Section: Describe Shared Features**  
**Explanation**

**Explanation/Reference:**

**QUESTION 37**

A customer owes two vendors \$500 each for services performed. The customer wants to post a lump sum of \$1,000 to a bank to cover the payments.

You need to be able to track vendor payments individually.

Which feature should you recommend?

- A. Ledger setup
- B. Journal voucher
- C. Bank reconciliation

**Correct Answer: B**

**Section: Describe Shared Features**  
**Explanation**

**Explanation/Reference:**

**QUESTION 38**

**HOTSPOT**

A retailer plans to award its customers based on the amount of money they spend. The retailer has not previously offered a customer reward program.

You need to recommend a method for tracking customer spending.

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

App to use:

Dynamics 365 Sales
Dynamics 365 Finance
Dynamics 365 Customer Service
Dynamics 365 Commerce

Feature to implement:

Loyalty program
Customer statement
Accounts receivable transaction
Retail statement

Correct Answer:

### Answer Area

App to use:

Dynamics 365 Sales
Dynamics 365 Finance
Dynamics 365 Customer Service
Dynamics 365 Commerce

Feature to implement:

Loyalty program
Customer statement
Accounts receivable transaction
Retail statement

### Section: Describe Shared Features

#### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/set-up-customer-loyalty-program>

**QUESTION 39** A retailer sells products by using an e-commerce site, brick and mortar stores, and phone sales.

Different processes are used for each type of order source.

You need to ensure that you can support each type of sale.

What should you recommend?

A. case management and loyalty programs

- B. a mobile app and online sales
- C. a retail store, an online store, and a call center
- D. a mobile app and a credit card gateway

**Correct Answer:** C

**Section:** Describe Shared Features

**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/commerce/channel-setup-online>

#### QUESTION 40

##### HOTSPOT

A company plans to implement Dynamics 365 Customer Insights and use the audience insights capability.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

**Hot Area:**

#### Answer Area

Statements	Yes	No
You can create end-to-end visibility into customer interactions and buying habits.	<input type="radio"/>	<input type="radio"/>
You can cleanse and analyze customer data from multiple sources.	<input type="radio"/>	<input type="radio"/>

**Correct Answer:**

#### Answer Area

Statements	Yes	No
You can create end-to-end visibility into customer interactions and buying habits.	<input checked="" type="radio"/>	<input type="radio"/>
You can cleanse and analyze customer data from multiple sources.	<input checked="" type="radio"/>	<input type="radio"/>

**Section:** Describe Shared Features

**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/customer-insights/audience-insights/overview>

**QUESTION 41**  
HOTSPOT

A company is evaluating Dynamics 365 Fraud Protection. You need to help the customer understand the features that are available.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

Hot Area:

**Answer Area**

Statements	Yes	No
You can create decision rules to determine which accounts are considered safe, which should be watched, and which should be blocked.	<input type="radio"/>	<input type="radio"/>
You can analyze historical data to create rules that accept or reject customer transactions.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

Statements	Yes	No
You can create decision rules to determine which accounts are considered safe, which should be watched, and which should be blocked.	<input checked="" type="radio"/>	<input type="radio"/>
You can analyze historical data to create rules that accept or reject customer transactions.	<input checked="" type="radio"/>	<input type="radio"/>

**Section: Describe Shared Features**  
**Explanation**

**Explanation/Reference:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/fraud-protection/overview>

**QUESTION 42** A company wants to use sales, resourcing, project management, and expense tracking in a single application.

What should the company implement?

- A. Dynamics 365 Project Operations
- B. Dynamics 365 Finance
- C. Dynamics 365 Business Central
- D. Dynamics 365 Human Resources

**Correct Answer: C**

## Section: Describe Shared Features

### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-gb/dynamics365/business-central/across-business-functionality>

### QUESTION 43

#### HOTSPOT

A company plans to implement Dynamics 365 finance and operations apps.

You need to recommend a feature that allow users to edit Dynamic 365 data by using Microsoft Office. Changes that you make in Microsoft Office must update Dynamic 365.

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

#### Hot Area:

#### Answer Area

You can use the  feature to edit Dynamics 365 data by using Microsoft Excel.

Open in Excel
Export to Excel
Export to Word

#### Correct Answer:

#### Answer Area

You can use the  feature to edit Dynamics 365 data by using Microsoft Excel.

Open in Excel
Export to Excel
Export to Word

## Section: Describe Shared Features

### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/dev-itpro/office-integration/use-excel-add-in>

### QUESTION 44

#### HOTSPOT

A company implements Dynamics 365 finance and operations apps. You need to describe the shared features that are available to technical and business users to company stakeholders.

Instructions: For each of the following statements, select Yes if the statement is true. Otherwise, select No.

**NOTE:** Each correct selection is worth one point.

#### Hot Area:

### Answer Area

Statements	Yes	No
Report customizations that are made to a specific analytical workspace apply to all users of that workspace.	<input type="radio"/>	<input type="radio"/>
The Export to Excel option exports the currently selected data that is visible in a grid on a page.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

### Answer Area

Statements	Yes	No
Report customizations that are made to a specific analytical workspace apply to all users of that workspace.	<input checked="" type="radio"/>	<input type="radio"/>
The Export to Excel option exports the currently selected data that is visible in a grid on a page.	<input type="radio"/>	<input checked="" type="radio"/>

### Section: Describe Shared Features

#### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/fin-ops-core/dev-itpro/analytics/customize-analytical-workspace>

**QUESTION 45** A company plans to implement Dynamics 365 finance and operations apps. The company wants to integrate Microsoft Teams with these applications.

Which three platforms support Microsoft Teams integration? Each correct answer presents a complete solution.

**NOTE:** Each correct selection is worth one point.

- A. Dynamics 365 Commerce
- B. Power BI
- C. Microsoft Dataverse
- D. Dynamics 365 Customer Engagement (on-premises)
- E. SharePoint Online

**Correct Answer:** ABE

### Section: Describe Shared Features

#### Explanation

#### Explanation/Reference:

Reference: <https://docs.microsoft.com/en-us/dynamics365/teams-integration/teams-integration>