

 Custom View Settings**Topic 1 - Single Topic****Question #1****Topic 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:

**Manufacturing strategies****Answer Area****Definition**

Calculate minimum quantities required to replenish inventory based on historic consumption.

**Manufacturing strategy**

Trigger expensive steps of the value chain by using a sales order or transfer order.

Create a prototype item based on specific requirements.

**Correct Answer:****Manufacturing strategies****Answer Area****Definition**

Calculate minimum quantities required to replenish inventory based on historic consumption.

**Manufacturing strategy**

Trigger expensive steps of the value chain by using a sales order or transfer order.

Create a prototype item based on specific requirements.

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

**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:

**Answer Area**

Statements	Yes	No
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Assets are single-level objects. You cannot create sub-assets.

You can define locations and assign assets to locations for tracking purposes.

**Answer Area**

Statements	Yes	No
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**Correct Answer:** Assets are single-level objects. You cannot create sub-assets.

You can define locations and assign assets to locations for tracking purposes.

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>

**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:

**Answer Area**

Statements	Yes	No
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You can initiate new production based on demand, open orders, and historical trends, as well as take into consideration the time to manufacture and ship product to customers.

You can account and plan for subcontracting services such as painting metal parts, during production.

**Answer Area**

Statements	Yes	No
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**Correct Answer:** You can initiate new production based on demand, open orders, and historical trends, as well as take into consideration the time to manufacture and ship product to customers.

You can account and plan for subcontracting services such as painting metal parts, during production.

Reference:

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

**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:

<b>Manufacturing process types</b>	<b>Answer Area</b>	<b>Scenario</b>	<b>Manufacturing process type</b>
Discrete	Produce items including food and pharmaceuticals that cannot be reverted to original ingredients.	Manufacturing process type	
Process	Produce items including automobile engines that may be disassembled.	Manufacturing process type	

**Correct Answer:**

<b>Manufacturing process types</b>	<b>Answer Area</b>	<b>Scenario</b>	<b>Manufacturing process type</b>
Discrete	Produce items including food and pharmaceuticals that cannot be reverted to original ingredients.	Process	
Process	Produce items including automobile engines that may be disassembled.	Discrete	

**Reference:**

<https://docs.microsoft.com/en-us/learn/modules/get-started-production-control-dyn365-supply-chain-mgmt/7-process-manufacturing>

<https://adeelkhanxian.wordpress.com/2020/09/22/process-manufacturing-vs-discrete-manufacturing/>

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**

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>

*Community vote distribution*

BD (83%)

CD (17%)

**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:

**Answer Area**

Statements	Yes	No
Tools, machines, and people are resources that are used to produce goods.	<input type="radio"/>	<input type="radio"/>
A formula defines the materials, ingredients, and outcomes of a specific process.	<input type="radio"/>	<input type="radio"/>

**Answer Area**

Statements	Yes	No
Correct Answer: Tools, machines, and people are resources that are used to produce goods.	<input checked="" type="radio"/>	<input type="radio"/>
A formula defines the materials, ingredients, and outcomes of a specific process.	<input type="radio"/>	<input checked="" type="radio"/>

Reference:

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

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**

Reference:

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

*Community vote distribution*

A (100%)

**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:

**Answer Area**

Statements	Yes	No
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Lean manufacturing processes produce only what is needed to   meet customer demands.

Lean manufacturing processes rely on recipes, ingredients, and   formulas to mix ingredients in specific proportions.

**Answer Area**

Statements	Yes	No
------------	-----	----

**Correct Answer:** Lean manufacturing processes produce only what is needed to   meet customer demands.

Lean manufacturing processes rely on recipes, ingredients, and   formulas to mix ingredients in specific proportions.

Reference:

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

**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:

**Answer Area**

Statements	Yes	No
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You can integrate Dynamics 365 finance and operations apps with SharePoint Online and SharePoint on-premises.

The document management feature is only supported for SharePoint sites that use the modern experience.

**Answer Area**

Statements	Yes	No
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**Correct Answer:** You can integrate Dynamics 365 finance and operations apps with SharePoint Online and SharePoint on-premises.

The document management feature is only supported for SharePoint sites that use the modern experience.

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>

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**

Reference:

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

*Community vote distribution*

C (100%)

**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"/>

**Answer Area**

Statements	Yes	No
Correct Answer: 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"/>

Reference:

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

**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**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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You can use a purchase order to return previously purchased items to a vendor.

You can create a payment proposal to select a set of invoices to pay for a payment batch.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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**Correct Answer:** You can use a purchase order to return previously purchased items to a vendor.

You can create a payment proposal to select a set of invoices to pay for a payment batch.

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>

**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"/>

**Answer Area**

Statements	Yes	No
Correct Answer: 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"/>

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>

**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 checked="" type="radio"/>
Automatic notification for approval when an invoice created is higher than \$10,000.	<input checked="" type="radio"/>	<input type="radio"/>
Scheduled generation of financial statements.	<input type="radio"/>	<input checked="" type="radio"/>

**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 checked="" type="radio"/>
Scheduled generation of financial statements.	<input checked="" type="radio"/>	<input type="radio"/>

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>

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**

Reference:

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

**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**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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You can configure the system to use workflows for reviews of cash advance requests.

You can configure the system to allow employees to create and manage expense reports on behalf of another employees.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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**Correct Answer:** You can configure the system to use workflows for reviews of cash advance requests.

You can configure the system to allow employees to create and manage expense reports on behalf of another employees.

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>

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**

Reference:

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

**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:

**Organization types** Legal entity Operating unit**Answer Area****Requirement**

One group must be able to define their own ledger and rules for Balance Sheet and Profit and Loss accounts.

**Organization type** Organization type

Define various regions in which multiple groups of business operate. All regions must use the same ledger.

 Organization type**Correct Answer:****Organization types** Legal entity Operating unit**Answer Area****Requirement**

One group must be able to define their own ledger and rules for Balance Sheet and Profit and Loss accounts.

**Organization type** Legal entity

Define various regions in which multiple groups of business operate. All regions must use the same ledger.

 Operating unit**Reference:**

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

**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.	<input type="checkbox"/> Customer invoices <input type="checkbox"/> Credit and collections <input type="checkbox"/> Free text invoices
Create customer invoices that are not related to sales orders.	<input type="checkbox"/> Customer invoices <input type="checkbox"/> Credit and collections <input type="checkbox"/> Free text invoices

**Answer Area**

Requirement	Option
Calculate aged balances by customer.	<input type="checkbox"/> Customer invoices <input checked="" type="checkbox"/> Credit and collections <input type="checkbox"/> Free text invoices
Correct Answer: Create customer invoices that are not related to sales orders.	<input type="checkbox"/> Customer invoices <input type="checkbox"/> Credit and collections <input checked="" type="checkbox"/> Free text invoices

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>

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

Reference:

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

*Community vote distribution*

D (100%)

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
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You can use a Microsoft Word template to export data from Dynamics 365 Finance.

The Dynamics 365 Finance Open in Excel experience allows users to edit and refresh data in Microsoft Excel.

### Answer Area

Statements	Yes	No
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Correct Answer: You can use a Microsoft Word template to export data from Dynamics 365 Finance.

The Dynamics 365 Finance Open in Excel experience allows users to edit and refresh data in Microsoft Excel.

Reference:

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

**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:

Features	Answer Area
Native controls	
Structured documents	
Workspaces	
Financial reporting	
Scenario	Feature
Display personalized views of data.	Feature
Display income statements and balance sheets.	Feature
Create tax statements for customers and vendors.	Feature

Features	Answer Area
Native controls	
Structured documents	
Workspaces	
Financial reporting	
Scenario	Feature
Display personalized views of data.	Workspaces
Display income statements and balance sheets.	Financial reporting
Create tax statements for customers and vendors.	Structured documents

Reference:

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

**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
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You can create separate payment methods and price groups  
for each retail store channel.

Modern Point of Sale (MPOS) devices can process sales even  
if the device has no network connectivity.

**Answer Area**

Statements	Yes	No
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Correct Answer: You can create separate payment methods and price groups  
for each retail store channel.

Modern Point of Sale (MPOS) devices can process sales even  
if the device has no network connectivity.

Reference:

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

**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

A dropdown menu with three options listed vertically: "promotions", "product dimensions", and "product assortments".

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

Correct Answer:

**Answer Area**

Implement

A dropdown menu with three options listed vertically: "promotions", "product dimensions", and "product assortments". The "product assortments" option is highlighted with a green background.

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

Reference:

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

**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"/>

**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"/>

Reference:

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

**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:

Features	Answer Area	
	Requirement	Feature
LinkedIn Learning	Take courses about management led by other industry-wide experts.	Feature
Dynamics 365 Human Resources	Receive feedback from the employees about their experiences.	Feature

**Correct Answer:**

Features	Answer Area	
	Requirement	Feature
LinkedIn Learning	Take courses about management led by other industry-wide experts.	LinkedIn Learning
Dynamics 365 Human Resources	Receive feedback from the employees about their experiences.	Dynamics 365 Human Resources

**Reference:**

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

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**

Reference:

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

**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"/>

**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"/>

Correct Answer:

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

**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
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You can assign employees or contractors to user-defined tasks and subtasks on a project.

You can only associate one subproject with each project.

**Answer Area**

Statements	Yes	No
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**Correct Answer:** You can assign employees or contractors to user-defined tasks and subtasks on a project.

You can only associate one subproject with each project.

**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**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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You can define a role that includes the required competencies for a resource.

You can draft a work breakdown structure (WBS) by using initial resources assignments.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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Correct Answer: You can define a role that includes the required competencies for a resource.

You can draft a work breakdown structure (WBS) by using initial resources assignments.

Reference:

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

**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**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

You can create project-based sales orders directly from a   project record.

Project sales orders are automatically created or amended   when you save item requirements for a project.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

**Correct Answer:** You can create project-based sales orders directly from a   project record.

Project sales orders are automatically created or amended   when you save item requirements for a project.

Reference:

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

**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**

Indicate where a project is in the process for reporting and enforce required information within that process.

**Capability**

Stage
Proficiency model
Allocation method
Billing type

Skill
Proficiency model
Allocation method
Assignment

**Answer Area****Requirement**

Indicate where a project is in the process for reporting and enforce required information within that process.

**Capability**

Stage
Proficiency model
Allocation method
Billing type

Skill
Proficiency model
Allocation method
Assignment

Correct Answer:

Designate specific knowledge aptitudes or certification when assigning to resource tasks.

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>

**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"/>

Reference:

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

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

Reference:

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

*Community vote distribution*

A (100%)

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:

Options	Answer Area	
Dynamics 365 Finance	Track the purchase price and other acquisition costs for a large machine.	Solution
Dynamics 365 Supply Chain Management	Track the cost of spare parts, maintenance, and labor associated with a large machine through its lifecycle.	Solution
Dynamics 365 Product Visualize		

**Correct Answer:**

Options	Answer Area	
Dynamics 365 Finance	Track the purchase price and other acquisition costs for a large machine.	Dynamics 365 Supply Chain Management
Dynamics 365 Supply Chain Management	Track the cost of spare parts, maintenance, and labor associated with a large machine through its lifecycle.	Dynamics 365 Supply Chain Management
Dynamics 365 Product Visualize		

Reference:

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

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

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

*Community vote distribution*

B (100%)

**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

**Answer Area**

App to use:

Dynamics 365 Sales
Dynamics 365 Finance
Dynamics 365 Customer Service
<b>Dynamics 365 Commerce</b>

Correct Answer:

Feature to implement:

<b>Loyalty program</b>
Customer statement
Accounts receivable transaction
Retail statement

Reference:

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

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

Reference:

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

*Community vote distribution*

C (100%)

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.

You can cleanse and analyze customer data from multiple sources.

**Correct Answer:**

### Answer Area

Statements	Yes	No
------------	-----	----

You can create end-to-end visibility into customer interactions and buying habits.

You can cleanse and analyze customer data from multiple sources.

Reference:

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

**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**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

You can create decision rules to determine which accounts are considered safe, which should be watched, and which should be blocked.

You can analyze historical data to create rules that accept or reject customer transactions.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

**Correct Answer:** You can create decision rules to determine which accounts are considered safe, which should be watched, and which should be blocked.

You can analyze historical data to create rules that accept or reject customer transactions.

Reference:

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

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**

Reference:

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

*Community vote distribution*

A (100%)

**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

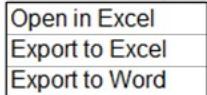
Dynamic 365.

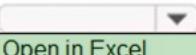
What should you recommend? To answer, select the appropriate options in the answer area.

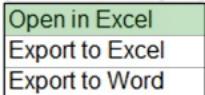
Hot Area:

**Answer Area**

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

**Answer Area**

**Correct Answer:** You can use the  feature to edit Dynamics 365 data by using Microsoft Excel.



Reference:

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

**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 checked="" type="radio"/>
The Export to Excel option exports the currently selected data that is visible in a grid on a page.	<input checked="" type="radio"/>	<input type="radio"/>

**Answer Area**

Statements	Yes	No
Correct Answer: 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"/>

Reference:

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

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**

Reference:

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

*Community vote distribution*

BCE (100%)

**HOTSPOT**

An oil refinery uses Dynamics 365 Supply Chain Management. They create work orders for their equipment and machinery.

The refinery needs to perform equipment and machinery maintenance according to internal requests.

Which maintenance type is performed in enterprise asset management based on internal requests? To answer, select the appropriate option in the answer area.

**Answer Area**

Corrective
Preventive
Reactive

maintenance in enterprise asset management is performed based on internal requests.

**Correct Answer:****Answer Area**

Corrective
Preventive
Reactive

maintenance in enterprise asset management is performed based on internal requests.

A company plans to implement Dynamics 365 Supply Chain Management.

Which three actions can vendors perform? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Change the inventory cost of items.
- B. Submit invoices electronically.
- C. Create transfer orders.
- D. Approve purchase orders.
- E. Respond to a request for quote (RFQ).

**Correct Answer: BDE***Community vote distribution*

BCE (100%)

A company implements Dynamics 365 Supply Chain Management. The company uses external vendors to produce some parts.

You need to recommend actions to manage vendor operations.

Which three actions should you recommend? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Update the status of production order operations that are subcontracted to Completed when the vendor's work is done.
- B. Create an operation for the subcontractor to track the progress of the vendor's work.
- C. Assign each operation in a production order to multiple vendors.
- D. Ensure that each production order relates to a single vendor.
- E. Automatically generate purchase orders for operations that you subcontract to a vendor.

**Correct Answer:** *BDE*

A company that manufactures bottled and canned beverages implements Dynamics 365 Supply Chain Management.

Most products are packed in quantities of 12 or 24.

You need to recommend a process to ensure that customers always purchase the products in these predefined package quantities.

What should you recommend?

- A. Set up purchase order multiples for the items.
- B. Configure a standard order quantity for the items.
- C. Create a purchase order and manually adjust the order quantities.
- D. Set up a safety stock quantity for the items.

**Correct Answer:** *B*

**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.

**Answer Area**

Statements	Yes	No
Dynamics 365 Supply Chain Management has features for batch manufacturing processes.	<input type="radio"/>	<input type="radio"/>
A company can manage cost accounting by using Dynamics 365 Supply Chain Management.	<input type="radio"/>	<input type="radio"/>
A company can use Dynamics 365 Supply Chain Management to manage customer order issues through social channels.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

Statements	Yes	No
Dynamics 365 Supply Chain Management has features for batch manufacturing processes.	<input checked="" type="checkbox"/>	<input type="radio"/>
A company can manage cost accounting by using Dynamics 365 Supply Chain Management.	<input type="radio"/>	<input checked="" type="checkbox"/>
A company can use Dynamics 365 Supply Chain Management to manage customer order issues through social channels.	<input type="radio"/>	<input checked="" type="checkbox"/>

**HOTSPOT**

A company implements Dynamics 365 Supply Chain Management. The company plans to use maintenance work orders.

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.

**Answer Area**

Statements	Yes	No
Work orders for maintenance of machines can be created automatically.	<input type="radio"/>	<input type="radio"/>
Work orders can be created and updated by using a mobile device.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

Statements	Yes	No
Work orders for maintenance of machines can be created automatically.	<input checked="" type="checkbox"/>	<input type="radio"/>
Work orders can be created and updated by using a mobile device.	<input checked="" type="checkbox"/>	<input type="radio"/>

**HOTSPOT**

A company plans to implement 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.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

Item groups define the set of general ledger accounts  
that apply to product-related transactions.

You can delete a main account that has posted  
transactions.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

**Correct Answer:**

Item groups define the set of general ledger accounts  
that apply to product-related transactions.

You can delete a main account that has posted  
transactions.

**HOTSPOT**

A company plans to implement enterprise asset management by using 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.

**Answer Area**

Statements	Yes	No
You can create work orders from a maintenance schedule.	<input type="radio"/>	<input type="radio"/>
You can create maintenance requests by using the Schedule maintenance plans feature.	<input type="radio"/>	<input type="radio"/>
You can assign maintenance workflows that have a specific skill to work orders and maintenance requests.	<input type="radio"/>	<input type="radio"/>

**Answer Area**

Statements	Yes	No
<b>Correct Answer:</b> You can create work orders from a maintenance schedule.	<input checked="" type="radio"/>	<input type="radio"/>
You can create maintenance requests by using the Schedule maintenance plans feature.	<input type="radio"/>	<input checked="" type="radio"/>
You can assign maintenance workflows that have a specific skill to work orders and maintenance requests.	<input checked="" type="radio"/>	<input type="radio"/>

A company uses Dynamics 365 Supply Chain Management. You run a trace on raw materials.

Which two types of products can you see in the trace output?

Each correct answer presents a complete solution,

NOTE: Each correct selection is worth one point.

- A. Finished products
- B. By-products
- C. Non-stocked items
- D. Co-products

**Correct Answer:** AD

**DRAG DROP**

A company uses Dynamics 365 Supply Chain Management.

You need to recommend costing methods for the company.

What should you recommend? To answer, drag the appropriate costing methods to the correct scenarios. Each costing method 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.

**Answer Area**

<b>Costing methods</b>	<b>Scenario</b>	<b>Costing method</b>
FIFO	Items have a limited shelf life, and cost of items varies significantly.	<input type="text"/>
Average	Cost is critical and is preset based on an estimate.	<input type="text"/>
LIFO		<input type="text"/>
Standard	Product costs change often, and items are mixed together during manufacturing processes.	<input type="text"/>

**Answer Area**

<b>Scenario</b>	<b>Costing method</b>
Correct Answer: Items have a limited shelf life, and cost of items varies significantly.	<input type="text"/> FIFO
Cost is critical and is preset based on an estimate.	<input type="text"/> Standard
Product costs change often, and items are mixed together during manufacturing processes.	<input type="text"/> Average

**DRAG DROP**

A company manufactures, rents, and resells equipment for dental clinics. Maintaining high-quality standards is critical for operations. All quality-related issues in the supply chain must be managed in the system.

Match each feature to its use case.

Instructions: To answer, drag the appropriate feature from the column on the left to its use case on the right. Each feature may be used once, more than once, or not at all.

NOTE: Each correct match is worth one point.

**Answer Area**

Features	Use case	Feature
Nonconformances	You perform regularly scheduled product testing in production.	
Quality orders	You observe unexpected quality issues with a product during production.	
Inventory blocking	You must inspect all materials before they can be used to produce products.	

**Answer Area**

Use case	Feature
Correct Answer: You perform regularly scheduled product testing in production.	Quality orders
You observe unexpected quality issues with a product during production.	Nonconformances
You must inspect all materials before they can be used to produce products.	Inventory blocking

Which two modules are included in Dynamics 365 Supply Chain Management? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

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

**Correct Answer:** A

**DRAG DROP**

A company uses Dynamics 365 Supply Chain Management.

The company wants to implement Warehouse Management System.

You need to recommend features to meet the company's requirements.

What should you recommend? 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.

system-directed best placement
wave-based order handling instructions

**Answer Area****Requirement**

Determine the warehouse placement location for an item based on item quantity and quality assurance requirements.

--

Create picking work for an order based on rules that optimize the movement of goods.

--

<b>Answer Area</b>
<b>Requirement</b>
<b>Correct Answer:</b>
Determine the warehouse placement location for an item based on item quantity and quality assurance requirements.
Create picking work for an order based on rules that optimize the movement of goods.
system-directed best placement
wave-based order handling instructions

**HOTSPOT**

A company implements Dynamics 365 Supply Chain Management. The company enables a warehouse layout.

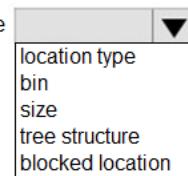
You must identify a characteristic required to specify a location's name.

You need to identify a characteristic.

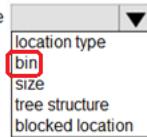
Which characteristic should you recommend? To answer, select the appropriate option in the answer area.

**Answer Area**

For each item, define the associated location name by using its coordinates including the

**Answer Area**

For each item, define the associated location name by using its coordinates including the  
**Correct Answer:**



**DRAG DROP**

A company implements Dynamics 365 Supply Chain Management.

The company needs to use inventory journals to post different types of physical inventory transactions.

Match each type of inventory journal to its use case. To answer, drag the appropriate type of inventory journal from the column on the left to its use case on the right.

Each type of inventory journal may be used once, more than once, or not at all.

NOTE: Each correct selection is worth one point.

**Answer Area**

Inventory journal types	Use case	Inventory journal type
movement	Overwrite default posting account to charge an item to a different department.	
inventory adjustment	Move an item from one warehouse to another in the company.	
counting	Add cost to an item when adding inventory and create a ledger transaction.	
transfer		
BOM	Correct the registered on-hand inventory to match the actual physical count available in the warehouse.	

**Answer Area**

	Use case	Inventory journal type
<b>Correct Answer:</b>	Overwrite default posting account to charge an item to a different department.	movement
	Move an item from one warehouse to another in the company.	transfer
	Add cost to an item when adding inventory and create a ledger transaction.	inventory adjustment
	Correct the registered on-hand inventory to match the actual physical count available in the warehouse.	counting

**DRAG DROP**

A company uses Dynamics 365 Supply Chain Management to manage production facility assets.

A shop floor worker reports that a heating element in a hot water heater has stopped working and needs to be replaced.

The shop floor recommends that all water heaters be checked for signs of failure.

You need to check and replace any failing heating elements in the facility.

What should you use? To answer, drag the appropriate concepts to the correct descriptions. Each concept may be used once, more than once, or not at all.

**Answer Area**

Objects	Description	Object
Asset		
Asset BOM	Track replacement parts for a heating element.	
Asset management	The amount of hot water that the heater must be able to generate.	
Attributes		

**Answer Area**

Description	Object
<b>Correct Answer:</b>	
Track replacement parts for a heating element.	Asset BOM
The amount of hot water that the heater must be able to generate.	Attributes

**HOTSPOT**

A company implements Dynamics 365 Supply Chain Management. The company uses Microsoft SharePoint Online for document management.

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

NOTE: Each correct selection is worth one point.

**Answer Area**

Statements	Yes	No
Only users that use Dynamics 365 Supply Chain Management can contribute to documents on SharePoint.	<input type="radio"/>	<input type="radio"/>
Document management with SharePoint lets uses manage Microsoft Excel and PowerPoint documents.	<input type="radio"/>	<input type="radio"/>
Users can create documents in SharePoint from Dynamics 365 Supply Chain Management.	<input type="radio"/>	<input type="radio"/>

**Answer Area**

Statements	Yes	No
Correct Answer: Only users that use Dynamics 365 Supply Chain Management can contribute to documents on SharePoint.	<input type="radio"/>	<input checked="" type="radio"/>
Document management with SharePoint lets uses manage Microsoft Excel and PowerPoint documents.	<input checked="" type="radio"/>	<input type="radio"/>
Users can create documents in SharePoint from Dynamics 365 Supply Chain Management.	<input type="radio"/>	<input checked="" type="radio"/>

**DRAG DROP**

A company plans to implement Dynamics 365 Finance and Dynamics 365 Supply Chain Management.

You need to recommend tools to meet the company's reporting requirements.

What should you recommend? To answer, drag the appropriate tools to the correct requirements. Each tool 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.

**Answer Area**

Requirement	Tool
Power BI	
Mobile workspaces	
SQL Server Reporting Services (SSRS) reports	

**Answer Area**

Requirement	Tool
Ensure that users can view, edit, and act on business data even if they have intermittent network connectivity.	Mobile workspaces
Schedule reports to run periodically by using a scheduled batch job.	SQL Server Reporting Services (SSRS) reports

**Correct Answer:**

Ensure that users can view, edit, and act on business data even if they have intermittent network connectivity.

Mobile workspaces

Schedule reports to run periodically by using a scheduled batch job.

SQL Server Reporting Services (SSRS) reports

**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.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
You can use export data from Dynamics 365 Finance to Microsoft Word by using templates.	<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**

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

A company plans to purchase Dynamics 365 Finance.

The company has customers 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 receivables, and prevent new sales until past due invoices are paid.

You need to recommend solutions to facilitate communication and collections.

Which three options should you recommend? Each answer represents a complete solution.

NOTE: Each correct selection is worth one point.

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

**Correct Answer:** CDE

**HOTSPOT**

A company plans to use 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.

**Answer Area**

Statements	Yes	No
Item groups define the set of general ledger accounts that apply to product-related transactions.	<input type="radio"/>	<input type="radio"/>
Item model groups are used to assign a costing method to a product.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

Statements	Yes	No
Item groups define the set of general ledger accounts that apply to product-related transactions.	<input checked="" type="checkbox"/>	<input type="radio"/>
Item model groups are used to assign a costing method to a product.	<input checked="" type="checkbox"/>	<input type="radio"/>

**HOTSPOT**

A company plans to implement 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.

**Answer Area**

Statements	Yes	No
You can convert a budget plan to a budget register entry.	<input type="radio"/>	<input type="radio"/>
You can prevent purchases if budget funds are not available.	<input type="radio"/>	<input type="radio"/>
Dynamics 365 Finance supports rolling forecasting.	<input type="radio"/>	<input type="radio"/>

Correct Answer:

**Answer Area**

Statements	Yes	No
You can convert a budget plan to a budget register entry.	<input checked="" type="checkbox"/>	<input type="radio"/>
You can prevent purchases if budget funds are not available.	<input checked="" type="checkbox"/>	<input type="radio"/>
Dynamics 365 Finance supports rolling forecasting.	<input checked="" type="checkbox"/>	<input type="radio"/>

**HOTSPOT**

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**

Statements	Yes	No
Optical character recognition (OCR) processing of expense receipts is a Dynamics 365 Financial expense management capability.	<input type="radio"/>	<input type="radio"/>
Books are assigned to depreciation profiles in the Dynamics 365 Finance Fixed asset module.	<input type="radio"/>	<input type="radio"/>

**Correct Answer:**

**Answer Area**

Statements	Yes	No
Optical character recognition (OCR) processing of expense receipts is a Dynamics 365 Financial expense management capability.	<input checked="" type="checkbox"/>	<input type="radio"/>
Books are assigned to depreciation profiles in the Dynamics 365 Finance Fixed asset module.	<input type="radio"/>	<input checked="" type="checkbox"/>

A company purchases Dynamics 365 Finance.

Which two features can the company implement? Each correct selection presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Omnichannel
- B. Manufacturing
- C. Accounts receivable
- D. General ledger
- E. Payment fraud prevention

**Correct Answer: CD**

**HOTSPOT**

A company implements 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.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
-------------------	------------	-----------

You can use a purchase order to return previously purchased items to a vendor.

You can create a payment proposal to select a set of invoices a set of invoices to pay for a payment batch.

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
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**Correct Answer:**

You can use a purchase order to return previously purchased items to a vendor.

You can create a payment proposal to select a set of invoices a set of invoices to pay for a payment batch.

**DRAG DROP**

A company implements Dynamics 365 Finance.

You need to recommend which account types the company should use for main accounts.

What should you recommend? To answer, drag the appropriate general ledger elements to the correct accounts. Each element 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.

**Answer Area**

General ledger elements	Scenario	General ledger element
Dimension	Record the outstanding balance for a mortgage.	<input type="text"/>
Main account	Document expenses for a department.	<input type="text"/>
Posting group	Map purchase order transactions to specific general ledger accounts.	<input type="text"/>

**Answer Area**

Scenario	General ledger element
Correct Answer: Record the outstanding balance for a mortgage.	<input type="text"/> Main account
Document expenses for a department.	<input type="text"/> Dimension
Map purchase order transactions to specific general ledger accounts.	<input type="text"/> Posting group

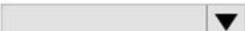
**HOTSPOT**

A company implements Dynamics 365 Finance.

You need to recommend a way for the company to view overdue balances for a group of customers at a point in time.

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

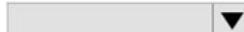
**Answer Area**

You should use  to view balances

- a customer pool
- aged balances
- aging period definitions

for a group of customers at a point in time.

**Answer Area**

**Correct Answer:** You should use  to view balances

- a customer pool
- aged balances
- aging period definitions

for a group of customers at a point in time.

A company uses Dynamics 365 Finance to manage financial operations.

The financial controller needs to present key performance indicators (KPIs) to the executive committee.

You need to determine the appropriate reporting tool to present this information.

Which reporting option should you use?

- A. Business documents
- B. Operational views
- C. Electronic reporting
- D. Analytical workspace tab

**Correct Answer: D**

**HOTSPOT**

A company plans to implement 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.

**Answer Area**

Statements	Yes	No
Legal entities are used to segment liabilities for retail channels in a single taxation entity.	<input type="radio"/>	<input type="radio"/>
Legal entities are used to segment the financial transactions for a company for tax purposes.	<input type="radio"/>	<input type="radio"/>
Legal entities are used to segment the financial postings of a legal entity, not assist in compliancy audit mitigation.	<input type="radio"/>	<input type="radio"/>

**Answer Area**

Statements	Yes	No
Correct Answer: Legal entities are used to segment liabilities for retail channels in a single taxation entity.	<input type="radio"/>	<input checked="" type="radio"/>
Legal entities are used to segment the financial transactions for a company for tax purposes.	<input checked="" type="radio"/>	<input type="radio"/>
Legal entities are used to segment the financial postings of a legal entity, not assist in compliancy audit mitigation.	<input type="radio"/>	<input checked="" type="radio"/>

**HOTSPOT**

A company uses Dynamics 365 Commerce.

You need to suggest point of sale (POS) options with offline capabilities for the company's retail locations.

Which POS options have offline capabilities? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

**Answer Area**

POS option	Offline capabilities
MPOS for Windows	<input type="checkbox"/> Yes <input type="checkbox"/> No
MPOS for Android	<input type="checkbox"/> Yes <input type="checkbox"/> No
MPOS for iOS	<input type="checkbox"/> Yes <input type="checkbox"/> No
Cloud POS	<input type="checkbox"/> Yes <input type="checkbox"/> No

## Answer Area

POS option	Offline capabilities
MPOS for Windows	 Yes No
Correct Answer: MPOS for Android	 Yes No
MPOS for iOS	 Yes No
Cloud POS	 Yes No

Question #76

Topic 1

A company uses Dynamics 365 Commerce to manage retail stores.

You need to implement features to help the company prevent fraudulent activity.

Which two features should you implement? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Asset management
- B. Purchase protection
- C. Cash and bank management
- D. Loss prevention

Correct Answer: BD

A company plans to open the following stores:

Store type	Details
Brick and mortar	Open Monday through Friday 9:00 AM to 5:00 PM. Accepts cash and limited types of credit cards.
Online	Open seven days a week and 24 hours a day. Accepts all major credit cards.

You need to ensure that Dynamics 365 Commerce can receive all needed data from the stores.

Which feature should you implement?

- A. Point of sale (POS)
- B. Monitor and analysis
- C. Channel management
- D. Mobile commerce

**Correct Answer: C**

**DRAG DROP**

A retail store uses a point of sale (POS) system to process customer sales. A customer selects several items for purchase.

The customer wants to come back to pay for the items later the same day.

You need to recommend a process to support the customer request.

What should you recommend? To answer, drag the appropriate actions to the correct requirements. Each action 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.

**Answer Area**

<b>Actions</b>	<b>Requirement</b>	<b>Action</b>
Recall transaction.		
Void transaction.	Hold items.	
Cancel order.	Complete sales transactions.	
Suspend transaction.		

**Answer Area**

<b>Requirement</b>	<b>Action</b>
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**Correct Answer:**

Hold items.	Suspend transaction.
Complete sales transactions.	Recall transaction.

## DRAG DROP

A company is evaluating Dynamics 365 Fraud Protection for various types of transactions.

Which experience should you use? To answer, drag the appropriate experiences to the correct scenarios. Experiences 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.

## Answer Area

Experiences	Scenario	Experience
Evaluate the effectiveness of fraud protection.	Analyze three years of historical customer transaction data and generate reports that provide insights into existing fraud patterns in their business.	
Diagnose experience in fraud protection.	Flag an online purchase that is initiated from a geographic region that is far away from the address of the account owner.	
Protect online purchases from fraud.		

## Answer Area

Scenario	Experience
Correct Answer: Analyze three years of historical customer transaction data and generate reports that provide insights into existing fraud patterns in their business.	Evaluate the effectiveness of fraud protection.
Flag an online purchase that is initiated from a geographic region that is far away from the address of the account owner.	Protect online purchases from fraud.

A company implements Dynamics 365 Commerce.

The company needs to increase customer loyalty by setting up loyalty programs.

You need to identify customer loyalty options that the company can utilize.

Which three options are available for loyalty programs? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Track customer participation in the loyalty program.
- B. Store customer data on likes and dislikes and easily retrieve it when required.
- C. Transfer reward balance from one card to another.
- D. Define refund rules to identify when and how a customer can return items.
- E. Define earning rules to outline how a customer can earn points.

**Correct Answer:** ACE

**HOTSPOT**

You are exploring the capabilities in Dynamics 365 Human Resources to manage employee leaves and absences.

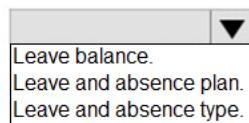
Leave requests for paid time off must be approved either by a manager, by a human resources representative, or automatically based on specific rules.

You need to describe how this requirement can be configured in the system.

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

**Answer Area**

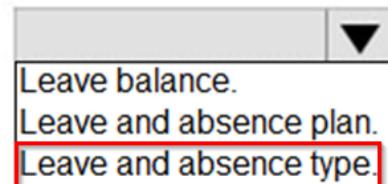
Create a workflow of type Leave and absence request  
and assign the workflow to a



**Correct Answer:**

**Answer Area**

Create a workflow of type Leave and absence request  
and assign the workflow to a



**HOTSPOT**

A company plans to implement Dynamics 365 Human Resources. You need to describe the capabilities of the app to the company's human resource manager.

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.

**Answer Area**

Statements	Yes	No
------------	-----	----

You can define benefit plans including retirement, medical,   and dental plans.

You can manage compliance of employees with regional employment standards and required certifications.

**Correct Answer:**

**Answer Area**

Statements	Yes	No
------------	-----	----

You can define benefit plans including retirement, medical,   and dental plans.

You can manage compliance of employees with regional employment standards and required certifications.

A company uses Dynamics 365 Human Resources.

You need to ensure that workers can document their own performance relative to goals.

What should you direct the workers?

- A. Compensation management page
- B. Personnel management page
- C. Performance goals page
- D. Employee self-service workspace

**Correct Answer: D**

A company uses Dynamics 365 Human Resources. The company establishes a new department and hires employees to staff the department.

The company wants to manage annual employee reviews.

What are two capabilities of Dynamics 365 Human Resources performance management? Each correct answer presents a part of the solution.

NOTE: Each correct selection is worth one point.

- A. Performance journals
- B. Personnel actions
- C. Competencies
- D. Goals

**Correct Answer:** AD

HOTSPOT

-

A company wants to understand the self-service capabilities of 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.

### Answer Area

Statements	Yes	No
Employees can change personal details including their home address and phone number	<input type="radio"/>	<input type="radio"/>
Employees can create requests for time off.	<input type="radio"/>	<input type="radio"/>
Employees can create time sheets to track time and attendance.	<input type="radio"/>	<input type="radio"/>

### Answer Area

Statements	Yes	No
Correct Answer: Employees can change personal details including their home address and phone number	<input checked="" type="checkbox"/>	<input type="radio"/>
Employees can create requests for time off.	<input checked="" type="checkbox"/>	<input type="radio"/>
Employees can create time sheets to track time and attendance.	<input type="radio"/>	<input checked="" type="checkbox"/>

**HOTSPOT**

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**

Statements	Yes	No
------------	-----	----

In Dynamics 365 Human Resources, a compensation structure is a matrix that include pay rate ranges for each job level.

The pay structures for fixed compensation plans in Dynamics 365 Human Resources are defined and maintained by compensation grids.

A company's employees can benefit from flex credit programs in Dynamics 365 Human Resources based on a predetermined number of credits.

**Answer Area**

Statements	Yes	No
------------	-----	----

**Correct Answer:** In Dynamics 365 Human Resources, a compensation structure is a matrix that include pay rate ranges for each job level.

The pay structures for fixed compensation plans in Dynamics 365 Human Resources are defined and maintained by compensation grids.

A company's employees can benefit from flex credit programs in Dynamics 365 Human Resources based on a predetermined number of credits.

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. Workflows
- B. Performance reviews
- C. Performance Journal

**Correct Answer: C**

**HOTSPOT**

A company implements 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.

**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"/>

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="checkbox"/>	<input type="radio"/>
You can specify only one source of funding in a project contract.	<input type="radio"/>	<input checked="" type="checkbox"/>

**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.

**Answer Area**

Statements	Yes	No
You can create project-based sales orders directly from a project record.	<input type="radio"/>	<input type="radio"/>
You can create multiple quotes for a project and group them under a single opportunity record.	<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="checkbox"/>	<input type="radio"/>
You can create multiple quotes for a project and group them under a single opportunity record.	<input checked="" type="checkbox"/>	<input type="radio"/>

**HOTSPOT**

A company implements 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.

**Answer Area**

Statements	Yes	No
------------	-----	----

Users can associate one or more price lists with a customer, an opportunity, or a quote.

Revenue recognition can be performed at set project milestones.

A project task can have different prices for two different resources.

**Answer Area**

Statements	Yes	No
------------	-----	----

**Correct Answer:** Users can associate one or more price lists with a customer, an opportunity, or a quote.

Revenue recognition can be performed at set project milestones.

A project task can have different prices for two different resources.

A construction services firm plans to standardize financial and payroll functions including the capability of adding timesheets to track work and costs for community improvement projects.

You need to recommend a solution for the company.

What should you recommend?

- A. Power Platform
- B. Dynamics 365 Project Operations
- C. Dynamics 365 Human Resources
- D. Dynamics 365 Supply Chain Management

**Correct Answer: B**

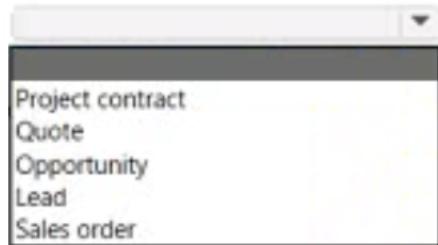
**HOTSPOT**

A company implements Dynamics 365 Project Operations for the sales quotation process.

A qualified lead requests a quotation for services.

Which records are used for this stage of the sales process? To answer, select the appropriate option in the answer area.

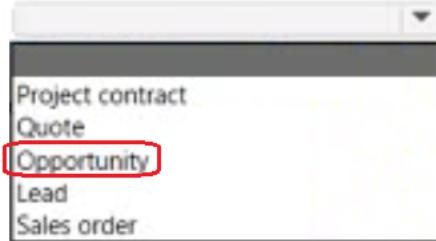
A sales associate uses



records to develop a proposal and obtain approval from an internal review team.

**Correct Answer:**

A sales associate uses



records to develop a proposal and obtain approval from an internal review team.

**HOTSPOT**

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**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
Dynamics 365 Project Operations project contracts are used to manage the billing details of a project.	<input type="radio"/>	<input type="radio"/>
Dynamics 365 Project Operations project contracts are generated from an approved project lead record.	<input type="radio"/>	<input type="radio"/>
Dynamics 365 Project Operations project contracts contain details about the agreed-upon product-based and project-based line items to be delivered.	<input type="radio"/>	<input type="radio"/>

**Answer Area**

<b>Statements</b>	<b>Yes</b>	<b>No</b>
<b>Correct Answer:</b> Dynamics 365 Project Operations project contracts are used to manage the billing details of a project.	<input checked="" type="checkbox"/>	<input type="radio"/>
Dynamics 365 Project Operations project contracts are generated from an approved project lead record.	<input type="radio"/>	<input checked="" type="checkbox"/>
Dynamics 365 Project Operations project contracts contain details about the agreed-upon product-based and project-based line items to be delivered.	<input checked="" type="checkbox"/>	<input type="radio"/>

A company is using Dynamics 365 Project Operations for a project implementation.

An internal project is being funded by three different organizations. The project billing should be standardized.

You need to implement functionality to split the invoicing of the project.

Which Project component should you use?

- A. Invoicing
- B. Budgets
- C. Expenses
- D. Subcontracts
- E. Contracts

**Correct Answer: E**

A company uses Dynamics 365 Finance and Power BI. The company plans to analyze operational data for retail stores that they operate across the United States.

The company wants to analyze customer visit data based on the population in the areas where stores are located.

You need to recommend a Power BI visualization for the company.

Which Power BI visualization should you recommend?

- A. Basic maps
- B. Doughnut chart
- C. Bar chart

**Correct Answer: A**

An international hotel company implements Dynamics 365 Finance.

You need to help the hotel company identify email integration capabilities.

What are two valid use cases for sharing Dynamics 365 Finance documents with customers by using email integration? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Customers negotiate prices for hotel reservations with company agents by using their personal email addresses.
- B. A customer registers a compliant online regarding their stay at any of the company's hotels.
- C. The company sends statements to customers based on request.
- D. The company emails invoices to customers after their hotel stay.

**Correct Answer: AD**

**HOTSPOT**

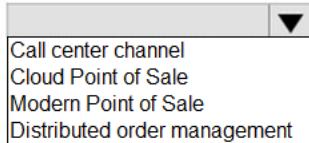
A company has physical stores and an online shop. The company plans to implement Dynamics 365 Commerce.

You need to recommend a feature that will help the company improve product availability for stores without carrying excess stock.

What should you recommend to optimize distribution of stock? To answer, select the appropriate option in the answer area.

**Answer Area**

Use the

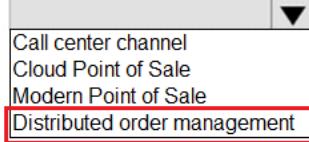


capability to configure a set of rules, priorities, and exceptions to help ensure product availability and reduce excess stock of products in stores.

**Answer Area**

**Correct Answer:**

Use the



capability to configure a set of rules, priorities, and exceptions to help ensure product availability and reduce excess stock of products in stores.

A retainer plans to deploy Dynamics 365 Commerce.

You need to be able to scan items and collect payments for sales in a store by using a physical credit card device. The solution must run within a browser window.

What should you implement?

- A. Cloud point of sale
- B. Ecommerce
- C. Power Apps
- D. Modern point of sale

**Correct Answer: D**

A company uses Dynamics 365 Commerce.

The company needs to schedule several base Dynamics 365 Commerce reports.

The reports must print statistics about inventory sales from the previous week every Sunday night to a physical printer.

You need to identify the right tool.

Which tool should you use?

- A. Power BI
- B. Microsoft SQL Server Reporting Services (SSRS)
- C. Microsoft Excel
- D. Management Reporter
- E. Chart controls

**Correct Answer: A**

**HOTSPOT**

A company uses Dynamics 365 Finance to manage accounts receivable.

Customers send sales order details through email.

You must store sales order detail emails in Microsoft SharePoint Online.

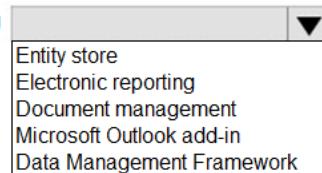
You need to identify the correct feature to store the emails.

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

**Answer Area**

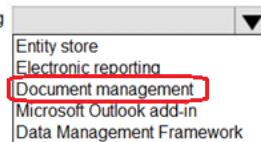
The company can automatically store emails from customers in SharePoint Online

after attaching them to sales orders in Dynamics 365 Finance by using

**Answer Area**

The company can automatically store emails from customers in SharePoint Online

**Correct Answer:** after attaching them to sales orders in Dynamics 365 Finance by using



A company is implementing Dynamics 365 Commerce for retail operations and Dynamics 365 Supply Chain Management for warehousing and financial operations.

You need to import small groups of new customers and edit existing customers.

Which two tools should you use? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Data management workspace
- B. Data upgrade tool
- C. Microsoft Dynamics Office add-in for Microsoft Word
- D. Microsoft Dynamics Office add-in for Microsoft Excel

**Correct Answer:** AD

