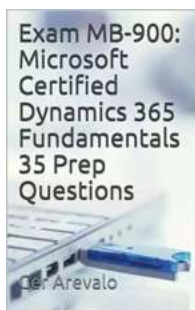


Are you ready to ace the Microsoft Certified Dynamics 365 Fundamentals exam? Dive into these 35 prep questions now!

Exam MB-900: Microsoft Certified Dynamics 365 Fundamentals - 35 Prep Questions

If you are looking to establish your expertise in Microsoft Dynamics 365 and showcase your understanding of its fundamentals, then sitting for the MB-900 exam is the perfect choice. Earning the Microsoft Certified Dynamics 365 Fundamentals certification not only enhances your career prospects but also validates your knowledge of this powerful business solution.

To help you prepare for the exam, we have compiled 35 challenging prep questions that cover various topics relevant to the MB-900 syllabus. Let's dive in and test your knowledge!



Exam MB-900: Microsoft Certified Dynamics 365 Fundamentals 35 Prep Questions

by Drac Von Stoller(Kindle Edition)

★★★★★ 5 out of 5

Language : English

File size : 1083 KB

Text-to-Speech : Enabled

Screen Reader : Supported

Enhanced typesetting : Enabled

Print length : 21 pages

Lending : Enabled



1. What is the purpose of the Dynamics 365 platform? a) To manage customer relationships b) To build custom websites c) To automate business processes d) To replace traditional marketing strategies
2. Which Microsoft application manages customer data in Dynamics 365? a) Dynamics 365 Sales b) Dynamics 365 Finance c) Dynamics 365 Marketing d) Dynamics 365 Commerce
3. What is the primary function of Dynamics 365 Sales? a) To manage budgets and financials b) To automate marketing campaigns c) To track sales opportunities and activities d) To create custom websites for businesses
4. Which component of Dynamics 365 allows users to create custom business applications? a) Power Apps b) PowerBI c) Power Automate d) Power Virtual Agents
5. What is the purpose of the Common Data Service (CDS)? a) To store customer data for analysis b) To automate business processes c) To build custom AI models d) To facilitate communication between different Dynamics 365 apps
6. Which Dynamics 365 application focuses on financial management and accounting? a) Dynamics 365 Sales b) Dynamics 365 Customer Service c) Dynamics 365 Finance d) Dynamics 365 Marketing

7. What is the main goal of Dynamics 365 Customer Service? a) To track sales opportunities and activities b) To manage customer interactions and inquiries c) To automate marketing campaigns d) To create custom websites for businesses

8. Which component of Dynamics 365 helps organizations analyze and visualize data? a) Power Apps b) PowerBI c) Power Automate d) Power Virtual Agents

9. What is the purpose of Power Automate within Dynamics 365? a) To create custom business applications b) To automate business processes and workflows c) To provide AI-powered chatbots d) To track customer interactions and inquiries

10. Which component of Dynamics 365 enables users to build chatbots? a) PowerBI b) Power Apps c) Power Virtual Agents d) Power Automate

11. How does Dynamics 365 Marketing facilitate personalized marketing campaigns? a) Through AI-powered chatbots b) By providing customer insights and segmentation c) By automating sales activities and opportunities d) By integrating with social media platforms

12. In Dynamics 365, what is a Sales Opportunity? a) The process of closing a deal with a customer b) A potential sale or deal with a customer c) A marketing campaign aimed at generating leads d) An inquiry or support ticket from a customer

13. Which Dynamics 365 application focuses on field service management? a) Dynamics 365 Customer Service b) Dynamics 365

Supply Chain Management c) Dynamics 365 Field Service d) Dynamics 365 Finance

14. What is the function of Dynamics 365 Supply Chain Management? a) To track sales opportunities and activities b) To manage budgets and financials c) To automate marketing campaigns d) To manage resources, production, and logistics

15. How does Dynamics 365 Field Service optimize service delivery? a) By providing customer insights and segmentation b) By automating sales activities and opportunities c) By integrating with social media platforms d) By scheduling and dispatching field technicians efficiently

16. Which component of Dynamics 365 allows users to create custom websites? a) Power Automate b) Power Apps c) Power Virtual Agents d) PowerBI

17. What is the purpose of PowerBI within Dynamics 365? a) To analyze and visualize data b) To automate business processes c) To create AI-powered chatbots d) To track customer interactions and inquiries

18. Which Dynamics 365 application focuses on human resources management? a) Dynamics 365 Talent b) Dynamics 365 Finance c) Dynamics 365 Supply Chain Management d) Dynamics 365 Field Service

19. What is the primary function of Dynamics 365 Talent? a) To manage budgets and financials b) To automate marketing campaigns c) To track sales opportunities and activities d) To manage employee onboarding, performance, and development

20. How does Dynamics 365 Finance optimize financial operations? a) By providing customer insights and segmentation b) By automating sales activities and opportunities c) By integrating with social media platforms d) By managing budgets, accounting, and forecasting

21. Which component of Dynamics 365 enables users to build custom AI models? a) Power Apps b) PowerBI c) Power Automate d) Power Virtual Agents

22. What is the purpose of Power Virtual Agents within Dynamics 365? a) To create custom websites b) To automate business processes and workflows c) To provide AI-powered chatbots d) To track customer interactions and inquiries

23. How does Dynamics 365 Commerce streamline retail operations? a) By providing customer insights and segmentation b) By automating sales activities and opportunities c) By integrating with social media platforms d) By managing point-of-sale, inventory, and e-commerce

24. Which Dynamics 365 application focuses on customer support and case management? a) Dynamics 365 Customer Service b) Dynamics 365 Field Service c) Dynamics 365 Marketing d) Dynamics 365 Supply Chain Management

25. What is the main goal of Dynamics 365 Customer Service? a) To automate marketing campaigns b) To track sales opportunities and activities c) To manage customer interactions and inquiries d) To create custom websites for businesses

26. How does Dynamics 365 Marketing facilitate lead generation? a) Through AI-powered chatbots b) By providing customer insights and segmentation c) By automating sales activities and opportunities d) By integrating with social media platforms

27. In Dynamics 365, what is a Customer Journey? a) The process of closing a deal with a customer b) A potential sale or deal with a customer c) A marketing campaign aimed at generating leads d) A comprehensive interaction timeline with a customer

28. Which component of Dynamics 365 enables users to build custom business applications? a) Power Automate b) Power Apps c) Power Virtual Agents d) PowerBI

29. What is the purpose of Power Automate within Dynamics 365? a) To automate business processes and workflows b) To create custom websites c) To provide AI-powered chatbots d) To track customer interactions and inquiries

30. How does Dynamics 365 Sales optimize the sales process? a) By providing customer insights and segmentation b) By automating sales activities and opportunities c) By integrating with social media platforms d) By managing accounts, leads, and opportunities efficiently

31. Which Dynamics 365 application focuses on supply chain and logistics management? a) Dynamics 365 Talent b) Dynamics 365 Field Service c) Dynamics 365 Sales d) Dynamics 365 Supply Chain Management

32. What is the function of Dynamics 365 Supply Chain Management? a) To manage resources, production, and logistics b) To automate marketing

campaigns c) To track sales opportunities and activities d) To manage employee onboarding, performance, and development

33. How does Dynamics 365 Field Service optimize service delivery? a) By providing customer insights and segmentation b) By automating sales activities and opportunities c) By integrating with social media platforms d) By scheduling and dispatching field technicians efficiently

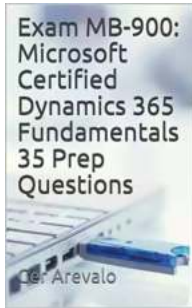
34. Which component of Dynamics 365 allows users to analyze and visualize data? a) Power Apps b) PowerBI c) Power Automate d) Power Virtual Agents

35. What is the purpose of Power Apps within Dynamics 365? a) To automate business processes and workflows b) To create custom websites c) To provide AI-powered chatbots d) To track customer interactions and inquiries

Now that you have gone through these 35 prep questions, how confident are you in your readiness for the MB-900 exam? These questions cover a wide range of topics and will help you identify areas you need to focus on before taking the real exam.

Remember to review the correct answers and explanations for each question to further solidify your understanding of Microsoft Dynamics 365 Fundamentals. Good luck with your exam preparation and may you successfully earn your Microsoft Certified Dynamics 365 Fundamentals certification!

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This book is designed to be an ancillary to the classes, labs, and hands on practice that you have diligently worked on in preparing to obtain your MB-900: Microsoft Certified Dynamics 365 Fundamentals certification. I won't bother talking about the benefits of certifications. This book tries to reinforce the knowledge that you have gained in your process of studying. It is meant as one of the end steps in your preparation for the MB-900 exam. This book is short, but It will give you a good gauge of your readiness.

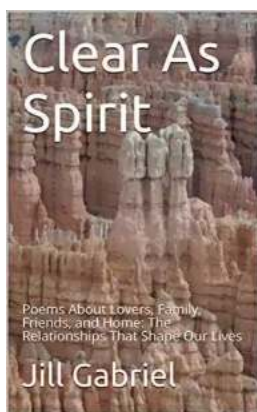
Learning can be seen in 4 stages:

- 1.Unconscious Incompetence
- 2.Conscious Incompetence
- 3.Conscious Competence
- 4.Unconscious Competence

This book will assume the reader has already gone through the needed classes, labs, and practice. It is meant to take the reader from stage 2, Conscious Incompetence, to stage 3 Conscious Competence. At stage 3,

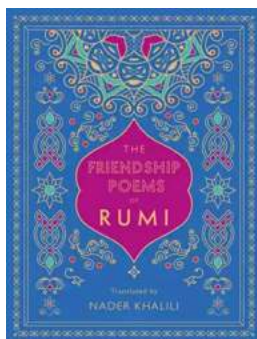
you should be ready to take the exam. Only real-world scenarios and work experience will take you to stage 4, Unconscious Competence.

Before we get started, we all have doubts when preparing to take an exam. What is your reason and purpose for taking this exam? Remember your reason and purpose when you have some doubts. Obstacle is the way. Control your mind, attitude, and you can control the situation. Persistence leads to confidence. Confidence erases doubts.



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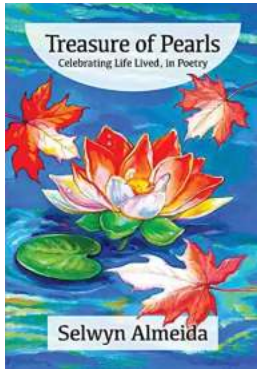
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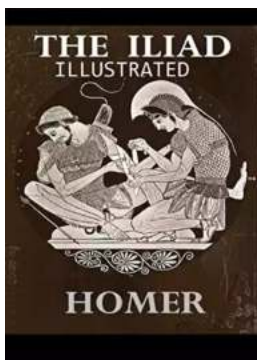
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Who would search for pearls must
dive below."

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