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The Microsoft Dynamics 365 Fundamentals (ERP) (MB-920) certification is the way to go in the modern Microsoft era. Success in

the MB-920 exam of this certification plays an essential role in an individual's future growth. Nowadays, almost every tech aspirant is taking the test to get Microsoft certification and find well-paying jobs or promotions. But the main issue that most of the candidates face is not finding updated Microsoft MB-920 Practice Questions to prepare successfully for the Microsoft MB-920 certification exam in a short time.

Skills measured

- Describe Dynamics 365 Human Resources (5-10%)
- Describe Dynamics Finance (20-25%)
- Describe Dynamics 365 Commerce (10-15%)

The MB-920 exam evaluates the candidate's knowledge of various modules of Microsoft Dynamics 365 ERP, including finance, supply chain management, manufacturing, and retail. MB-920 Exam covers the basics of ERP, such as the various components of an ERP system, the role of ERP in managing business processes, and the benefits of an ERP system. Additionally, the exam also tests the candidate's understanding of the features and functionalities of Microsoft Dynamics 365 ERP.

Microsoft Dynamics 365 Fundamentals (ERP) Sample Questions (Q76-Q81):

NEW QUESTION # 76

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.

Project contract
Quote
Opportunity
Lead
Sales order

Answer:

Explanation:

 A sales associate uses records to develop a proposal and obtain approval from an internal review team.

Project contract
Quote
Opportunity
Lead
Sales order

NEW QUESTION # 77

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

NOTE: Each correct selection is worth one point.

| 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"/> |

Answer:

Explanation:

| Statements | Microsoft | 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 checked="" type="radio"/> | |

Reference:

<https://docs.microsoft.com/en-us/dynamics365/project-operations/expense/match-receipt-expense-ocr>

<https://docs.microsoft.com/en-us/dynamics365/finance/fixed-assets/set-up-fixed-assets>

<https://docs.microsoft.com/en-us/dynamics365/finance/fixed-assets/tasks/set-up-depreciation-books-2016-05>

NEW QUESTION # 78

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.

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:

Explanation:

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

Reference:

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

NEW QUESTION # 79

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.

| 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"/> |

Answer:

Explanation:

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

Reference:

<https://dynamics365foworld.wordpress.com/2018/10/01/item-groups-in-dynamics-365/>

<https://dynamics365foworld.wordpress.com/2018/10/30/item-model-group-in-dynamics-365/>

NEW QUESTION # 80

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.

Answer Area

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

Answer:

Explanation:

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

Reference:

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

NEW QUESTION # 81

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