



MB-600^{Q&As}

Microsoft Dynamics 365 + Power Platform Solution Architect

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QUESTION 1

HOTSPOT

A client plans to implement a sales platform to help with sales activities.

The sales platform must have the following capabilities:

1.

Handle a high volume of sales calls that has transcription and call analytics.

2.

Provide support for sales reps in the field on Android or iOS devices.

3.

Include social networking capabilities by using email and LinkedIn.

You need to recommend solutions to help the client achieve the goal.

What 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

Scenario

Suggested solutions

High volume sales calling with transcription and call analytics

	▼
Relationship Sales	
Dynamics 365 Sales with the Outlook app	
Dynamics 365 Sales with the mobile app	
Dynamics 365 Sales Insights	

Primarily outside sales reps

	▼
Relationship Sales	
Dynamics 365 Sales with the Outlook app	
Dynamics 365 Sales with the mobile app	
Dynamics 365 Sales Insights	

Inside sales primarily using email and LinkedIn

	▼
Relationship Sales	
Dynamics 365 Sales with the Outlook app	
Dynamics 365 Sales with the mobile app	
Dynamics 365 Sales Insights	

Correct Answer:



Answer Area

Scenario	Suggested solutions
High volume sales calling with transcription and call analytics	<ul style="list-style-type: none">Relationship SalesDynamics 365 Sales with the Outlook appDynamics 365 Sales with the mobile appDynamics 365 Sales Insights
Primarily outside sales reps	<ul style="list-style-type: none">Relationship SalesDynamics 365 Sales with the Outlook appDynamics 365 Sales with the mobile appDynamics 365 Sales Insights
Inside sales primarily using email and LinkedIn	<ul style="list-style-type: none">Relationship SalesDynamics 365 Sales with the Outlook appDynamics 365 Sales with the mobile appDynamics 365 Sales Insights

QUESTION 2

A company is implementing Dynamics 365 Sales.

The company has turned off out-of-the-box quote calculations in order to implement its own custom calculations.

When users update a line item on a quote, they expect to see an updates total for the quote in real time. Users are reporting inconsistent behavior, with some aggregations taking up to two hours.

You review the system design and notice many asynchronous workflows.

You need to recommend a solution to enable the calculation in real time.

Which two options should you recommend? Each answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. Implement a business process flow to replace the existing workflows.

B. Convert the asynchronous workflows to a synchronous plug-in.



- C. Consolidate asynchronous workflows into a single real-time workflow.
- D. Consolidate multiple asynchronous workflows into a single asynchronous workflow.

Correct Answer: CD

QUESTION 3

A company plans to implement Dynamics 365 Sales. The company stores data about book locations in the fields, room, and shelf.

The company must import legacy data into the new system. Legacy data must be modified to match the current system design.

You need to recommend a solution to combine the room and shelf fields into a single field on import.

Which tool should you recommend?

- A. Data Import Wizard
- B. web services
- C. Microsoft Excel Online
- D. import from CSV

Correct Answer: A

QUESTION 4

Note: This question is part of series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question in this section, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You want to integrate Microsoft Teams with Dynamics 365 Customer Service.

You install both apps, but Teams is not working when in Dynamics 365 Customer Service.

You need to troubleshoot the situation.

Solution: Change the options to Yes in the System settings of Dynamics 365 Customer Service.

Does the solution meet the goal?

- A. Yes
- B. No

Correct Answer: A



Reference: <https://msdynamicsworld.com/story/integrate-dynamics-365-customer-engagement-apps-microsoft-teams>

QUESTION 5

HOTSPOT

A client maintains many versions of Microsoft Dynamics CRM and Dynamics 365 Customer Engagement (on-premises). The client plans to migrate solutions between source systems and target systems.

You need to identify which versions of Dynamics CRM and Dynamics 365 are compatible for solution migration.

For which source and target combination can you migrate solutions? To answer, select the appropriate option in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Source version	Target version	Are versions compatible?
Dynamics CRM 2016 (v8.1)	Dynamics CRM 2016 (v8.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics CRM 2015 (v7.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics 365 (v8.2)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics CRM 2013 (v6.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input type="checkbox"/> Yes
Dynamics 365 (v9.0)	Dynamics 365 (v8.2)	<input type="checkbox"/> No <input type="checkbox"/> Yes

Correct Answer:



Answer Area

Source version	Target version	Are versions compatible?
Dynamics CRM 2016 (v8.1)	Dynamics CRM 2016 (v8.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics CRM 2015 (v7.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics 365 (v8.2)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics CRM 2013 (v6.0)	Dynamics 365 (v9.0)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes
Dynamics 365 (v9.0)	Dynamics 365 (v8.2)	<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes

Reference: <https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/developer/introduction-solutions>

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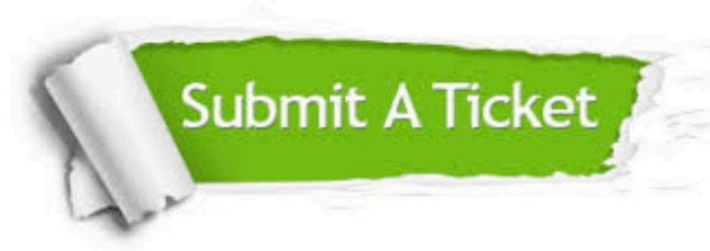
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