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QUESTION & ANSWER

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Exam : **MB-920**

Title : Microsoft Dynamics 365
Fundamentals (ERP)

Version : DEMO

1.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

Answer: C,D,E

Explanation:

Reference:

<https://docs.microsoft.com/en-us/dynamics365/business-central/receivables-how-block-customers>

<https://docs.microsoft.com/en-us/dynamics365/business-central/receivables-collect-outstanding-balances>

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

Answer: A

3.HOTSPOT

A company is evaluating Dynamics 365 Supply Chain Management.

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

Each correct selection is worth one point.

Answer Area

Statements	Yes	No
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.	<input type="radio"/>	<input type="radio"/>
You can account and plan for subcontracting services such as painting metal parts, during production.	<input type="radio"/>	<input type="radio"/>

Answer:

Answer Area

Statements	Yes	No
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.	<input checked="" type="radio"/>	<input type="radio"/>
You can account and plan for subcontracting services such as painting metal parts, during production.	<input checked="" type="radio"/>	<input type="radio"/>

4.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.

Answer: A

Explanation:

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

5.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.

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:

Answer Area

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