MB-210^Q&As

Microsoft Dynamics 365 Sales

Pass Microsoft MB-210 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.certbus.com/mb-210.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Microsoft Official Exam Center

QUESTION 1

You need to resolve the issue UserA is experiencing. Where should you add UserA?

A. Team

B. Field Security Profile

C. Office 365 group

D. Business Unit

Correct Answer: D

QUESTION 2

You are a Dynamics 365 Sales administrator for a car dealership. You create a custom Service entity.

Salespeople must be able to see all related appointments in the timeline. A salesperson creates an appointment but is unable to see any Service records available in the Regarding field. Salespeople have permission to view service record.

You need to ensure that the salesperson is able to connect the appointment to the service.

What should you do?

A. Create a connection to the Service record.

B. Add a timeline to the Service form.

C. Enable activities on the Service entity.

D. Assign privileges to Activities.

Correct Answer: C

Reference: https://docs.microsoft.com/en-us/dynamics365/outlook-app/enable-a-custom-entity-to-appear-in-the-regarding-lookup

QUESTION 3

A company is using Dynamics 365 Sales without any customizations.

A customer orders four products to be delivered to three locations. Two of the locations are in the United States and one is in Canada. You must ensure that the order is tracked properly.

You need to create the minimum number of orders to deliver to the locations.

How many orders should you create?

A. two

B. three

C. four

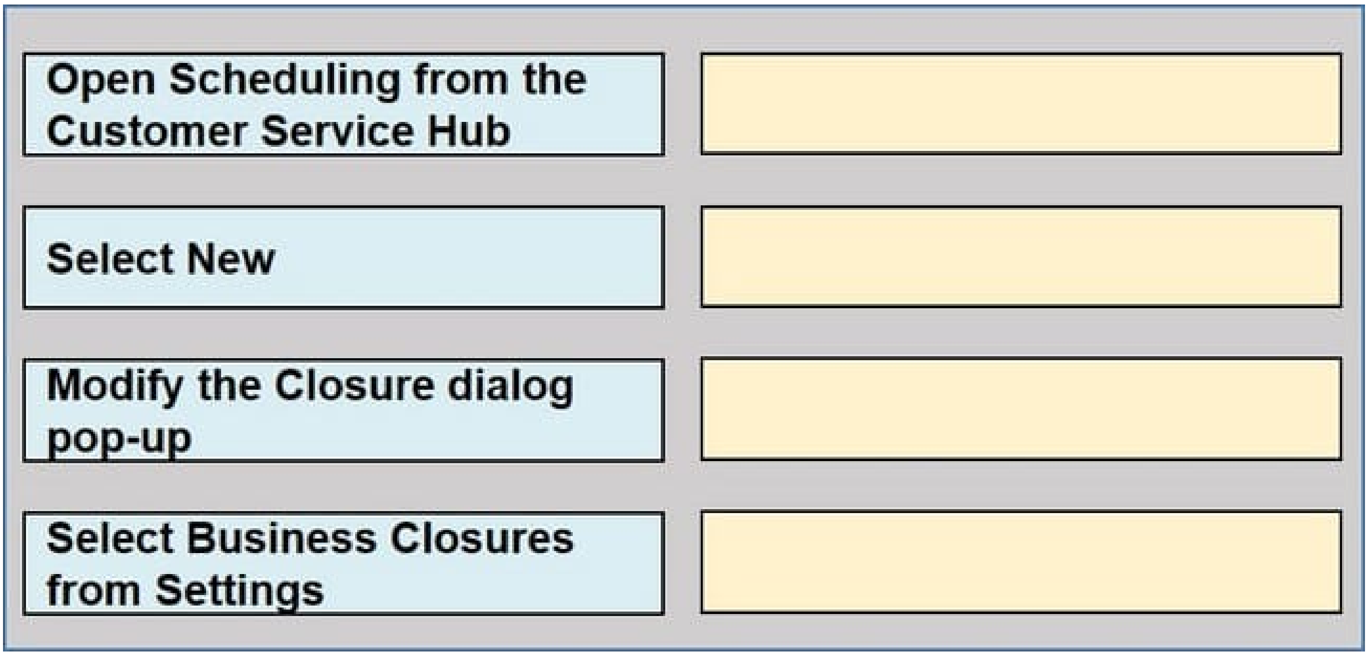
D. one

Correct Answer: B

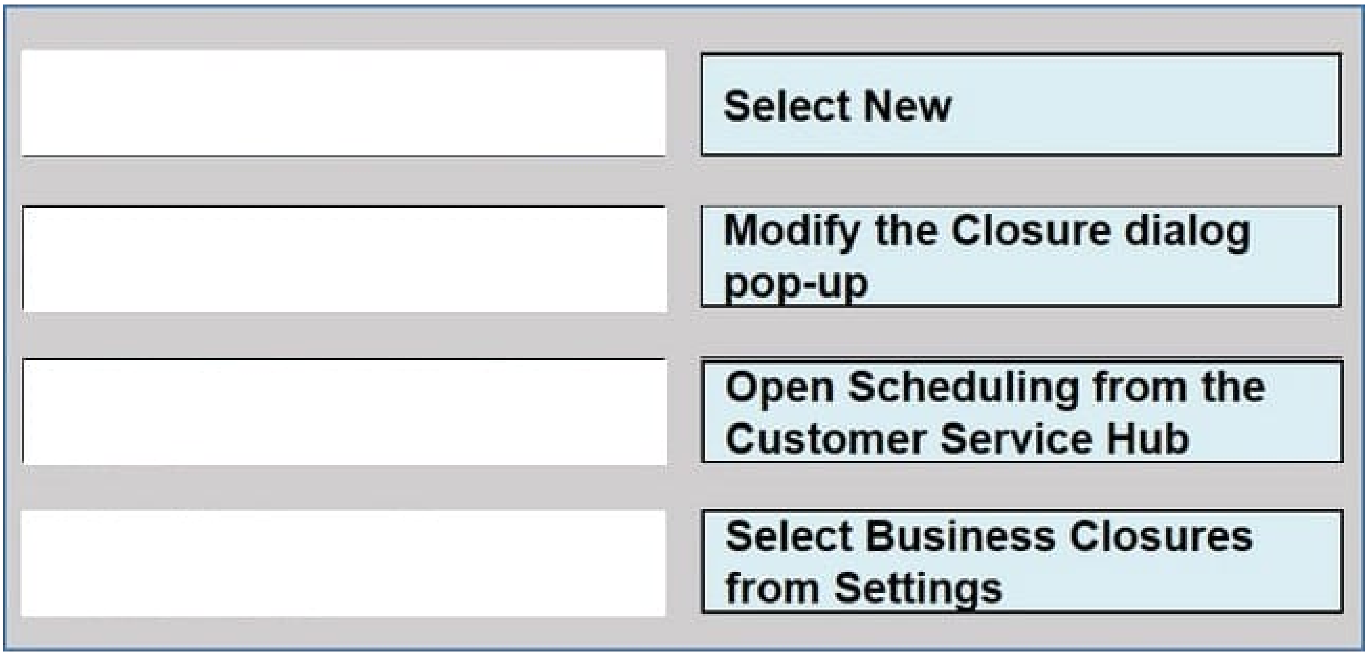
QUESTION 4

DRAG DROP A sates manager needs to add a new business closure. You need to configure a new business closure schedule. Which four actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

Select and Place:



Correct Answer:



Schedule a new business closure

Make sure that you have the required security role or equivalent permissions. More information: Manage security roles in service scheduling

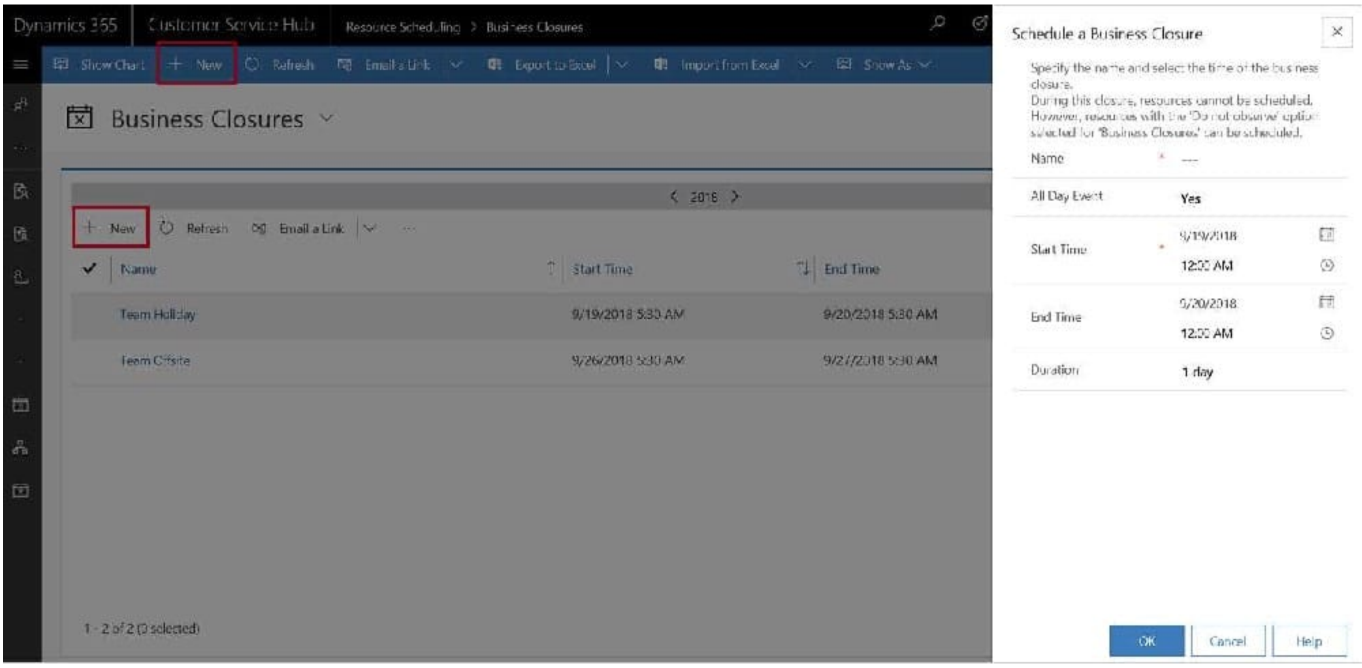
In the Customer Service Hub sitemap, go to Scheduling.

From the list of entity records, select Settings>; Business Closures.

The Business Closures view is displayed. You can switch between various system views using the drop-down menu.

Select any existing record to see additional options in the command bar

On the command bar, select New to schedule a new business closure. You can also select New from the business closure grid to create a new business closure record.



A quick create dialog box is displayed.

In the Schedule a Business Closure dialog box, type or modify information in the text boxes:

In the Name box, type a name that describes the purpose of the closure.

The first 12 characters of the name appear on each day of the closure on the calendar view of the affected resource\\'s Work Hours.

If the closure is an all-day event, select the All Day Event check box. The application automatically enters the duration of 1 day.

In the Start Time and End Time boxes, enter the start and end date and time for the closure.

If you want to enter duration instead of an end time, select the length of the closure in the Duration box. The application automatically calculates the end time for you. If you want to enter a specific time period, clear the All Day Event check

box. You can then specify the hours during which your organization will be closed.

To save this business closure, select OK.

https://docs.microsoft.com/en-us/dynamics365/customer-service/set-when-business-closed-csh

QUESTION 5

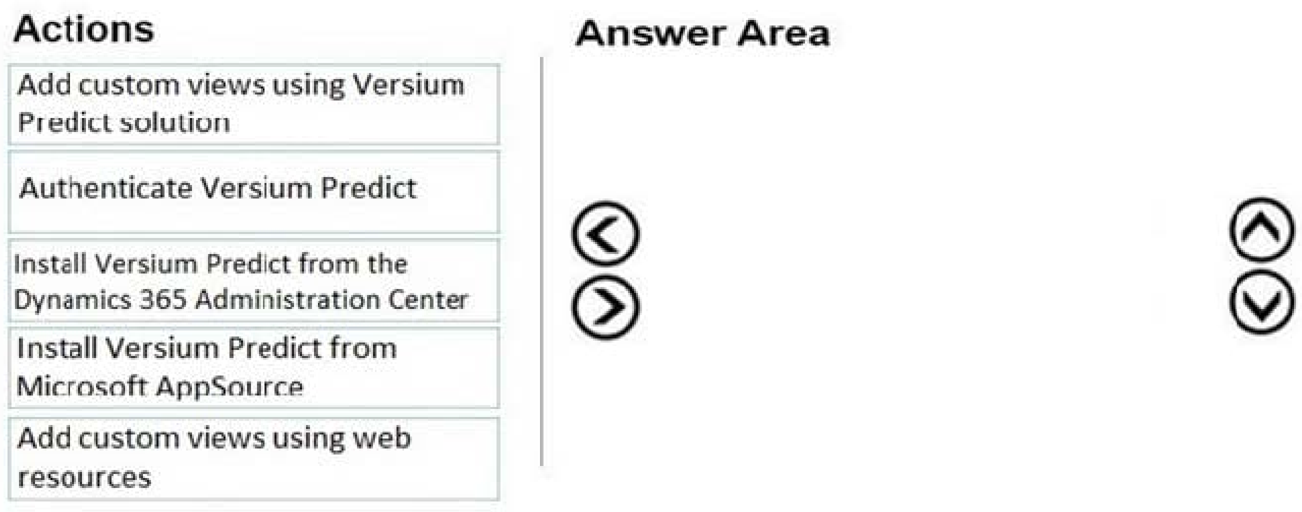
DRAG DROP

You are a Dynamics 365 for Sales administrator.

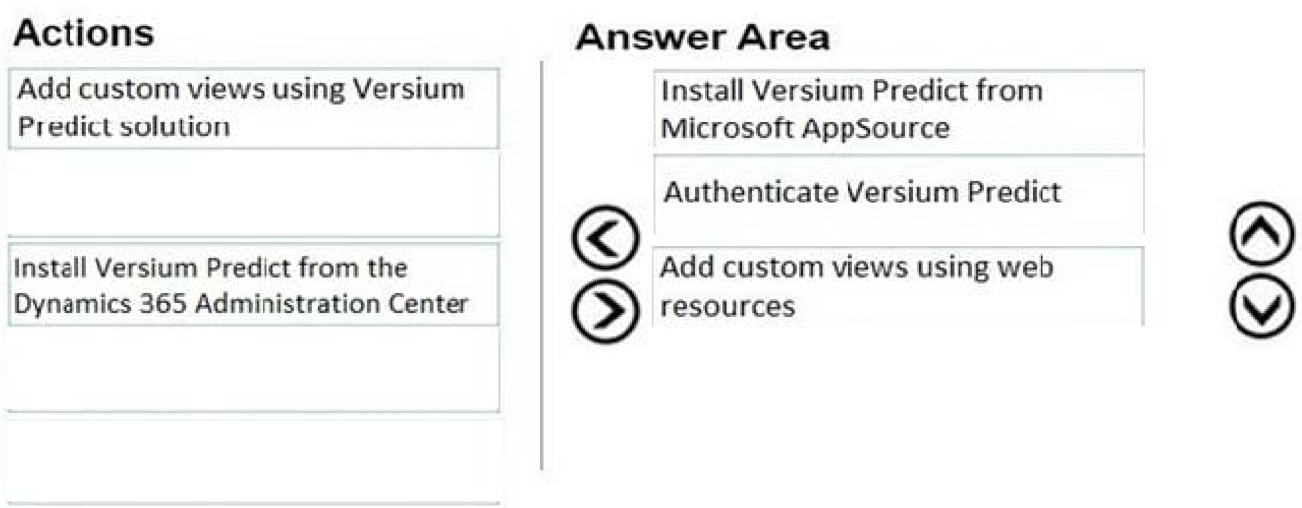
You need to implement Versium Predict with custom views.

Which three actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

Select and Place:



Correct Answer:



QUESTION 6

You modify the default form for salespeople in Dynamics 365 Sales. A US Citizen column has a type option of Yes or No.

The salespeople require a country/region column to appear only if the US Citizen column is set to No.

You need to enable the column to appear when the condition is met.

What should you configure?

A. business process flow

B. column with type as Choices

C. column with type as Calculated

D. business rule

Correct Answer: D

QUESTION 7

A company uses Dynamics 365 Sales. The company does not use any custom views or forms.

You select a customer and create an appointment for the next day.

You need to find the appointment.

Which two places will display the appointment? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. My Activities view

B. Account Files tab

C. Account Timeline feed

D. My Active Accounts view

E. Contact Timeline feed

Correct Answer: AC

QUESTION 8

A company uses special pricing for bulk purchases of products.

A sales team member cannot create pricing lists for preferred customers.

You need to set up a discount price list.

What are three possible security roles that can be used? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. Sales Team Member

B. Vice President of Sales

C. Sales Manager

D. CEO-Business Manager

E. President of Sales

Correct Answer: BCD

Reference: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-discount-list

QUESTION 9

A customer uses premium forecasting.

You need to add columns from the forecast to the Trend chart.

Which two types of columns should you add? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. Rollup

B. Calculated

C. Hierarchy related

D. Simple

Correct Answer: AB

QUESTION 10

HOTSPOT

You are working a list of leads in Dynamics 365 Sales.

You have a custom security role that contains the following privileges:

1.

create and edit user-level privileges on the lead and note entities

2.

business unit-level append, append to, and assign privileges on the lead and note entities

3.

organization-level share privileges on the lead and note entities

You need to perform the following actions on leads:

1.

Add notes to leads

2.

Assign leads to other users

How should you manage leads? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Add notes to leads
- Leads owned by people in your business unit only
- Leads owned by you only
- Leads owned by anyone in your organization

Assign leads to other users
- Leads owned by your business unit and its child business units only
- Leads owned by people in your business unit only
- Leads owned by anyone in your organization

Correct Answer:

Add notes to leads
- Leads owned by people in your business unit only
- Leads owned by you only
- Leads owned by anyone in your organization

Assign leads to other users
- Leads owned by your business unit and its child business units only
- Leads owned by people in your business unit only
- Leads owned by anyone in your organization

QUESTION 11

You need to resolve the issue reported by User1.

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

NOTE: Each correct selection is worth one point.

A. Enable CRM sync and activity writeback.

B. Configure LinkedIn Sales Navigator Lead lookup control.

C. Install LinkedIn Sales Navigator and enable it.

D. Configure the connection graph.

E. Create a tab for LinkedIn Sales Navigator and make it visible.

Correct Answer: ABD

QUESTION 12

Note: This question is part of a 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, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

A company uses Dynamics 365 Sales.

You create a playbook to send documents to new sales managers.

You need to configure the system to record all activity associated with each playbook.

Solution: Enable auditing on for the Playbook Activity entity.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

Activity tracking is enabled in the Playbook template.

Reference: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/track-playbook-activities

QUESTION 13

A company implements Dynamics 365 Sales. The company has the following requirements:

1.

Employees must have quarterly goals. The goals must calculate all deals won by quarter for each goal.

2.

Managers must be able to look at the goals and calculations any time.

The solution must use goal features without customization.

You need to create the calculation.

What should you configure?

A. Rollup query

B. Goal metric

C. Rollup entity

D. Drill-down entity

Correct Answer: A

Reference: https://docs.microsoft.com/en-us/dynamics365/sales/goals-overview

QUESTION 14

HOTSPOT

An organization uses Dynamics 365 Sales to manage customer relationships.

When a potential customer submits an email inquiry, the system must create a lead record and send a response.

You need to ensure that a lead record is created for the potential customer and a reply email is sent.

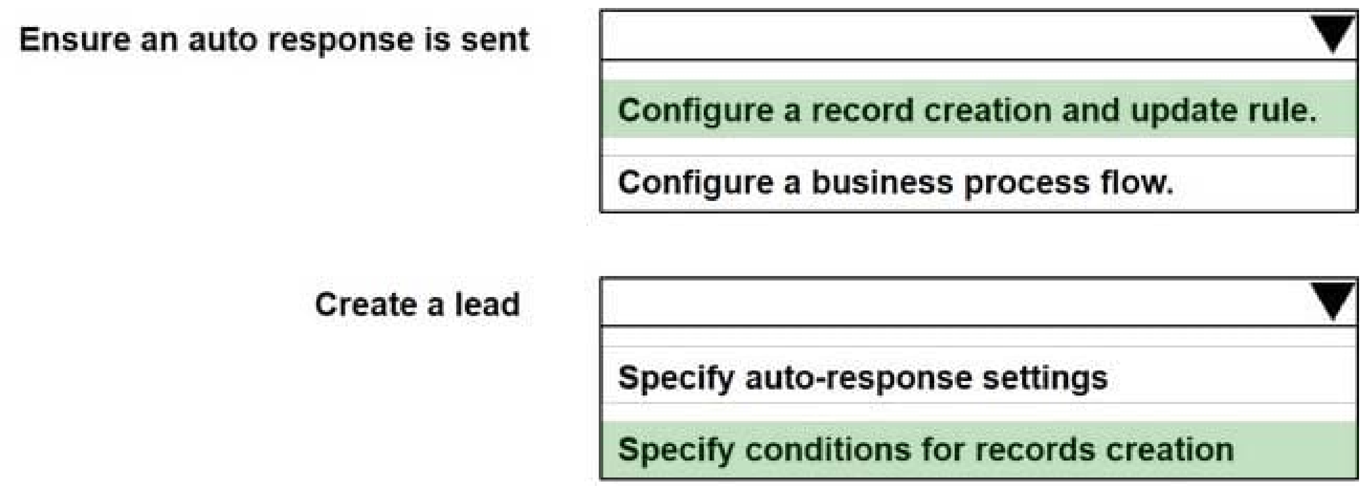
How should you configure the environment? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Ensure an auto response is sent	Configure a record creation and update rule. Configure a business process flow.
Create a lead	Specify auto-response settings Specify conditions for records creation

Correct Answer:



Reference: https://docs.microsoft.com/en-us/dynamics365/customer-service/set-up-rules-to-automatically-create-or-update-records

QUESTION 15

A company uses Dynamics 365 Sales.

You need to add an email activity to both a contact and its corresponding account without setting the Regarding field.

Where should you add the email activity?

A. Dynamics 365 App for Outlook

B. Quick Create form

C. Account record only

D. Contact record only

Correct Answer: D

[MB-210 VCE Dumps](#) [MB-210 Study Guide](#) [MB-210 Exam Questions](#)