# MB-210<sup>Q&As</sup>

Microsoft Dynamics 365 Sales

## Pass Microsoft MB-210 Exam with 100% Guarantee

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

**https://www.lead4pass.com/mb-210.html**

### 100% Passing Guarantee
### 100% Money Back Assurance

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

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

SATISFACTION GUARANTEED
**100%**
SATISFACTION GUARANTEED

**QUESTION 1**

HOTSPOT

You implement the Dynamics 365 App for Outlook.

You need to associate emails to lead records.

What should you do? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

## Answer Area

| Type | Action |
|------|--------|
| Existing email | ▼ |
| | Track the email from Advanced Find |
| | Set the regarding field on the email from Dynamics 365 App for Outlook |
| New email | ▼ |
| | Add an email from Lead Timeline |
| | Insert a Lead email template |

Correct Answer:

## Answer Area

| Type | Action |
|------|--------|
| Existing email | ▼ |
| | Track the email from Advanced Find |
| | **Set the regarding field on the email from Dynamics 365 App for Outlook** |
| New email | ▼ |
| | Add an email from Lead Timeline |
| | **Insert a Lead email template** |

**QUESTION 2**

You manage a default Dynamics 365 for Sales environment. You are configuring a sales dashboard.

You need to create an interactive dashboard.

Which three entities can you use? Each correct answer presents c complete solution.

NOTE: Each correct selection is worth one point.

A. Queue Item

B. Opportunity

C. Knowledge Article

D. Case

E. Invoice

Correct Answer: ACD

Reference: https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customize/configure-interactive-dashboards

QUESTION 3

HOTSPOT

You need to create visualizations for managers.

What should you configure? To answer, select the appropriate options In the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:



Correct Answer:

All leads by requirement in the last 30 days

| ▼ |
| --- |
| Dashboard |
| Views |
| **Graphs** |

Leads converted in the last 30 days

| ▼ |
| --- |
| Graph |
| **Report** |
| Export to Microsoft Excel |

**QUESTION 4**

You are creating orders from quotes in Dynamics 365.

In some circumstances, customers no longer require an order. In other circumstances, your company delivers the order.

You need to ensure that closed orders use existing functionality to reflect the circumstances.

Which two methods of closing an order are available out of the box? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

A. Cancel

B. Activate

C. Accept

D. Fulfill

Correct Answer: AD

References: https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-edit-order-sales

**QUESTION 5**

You are a system customizer in Dynamics 365 Sales.

You need to set up product families.

Which option is available?

A. Create a maximum of 10 child product families

B. Set a product bundle as a parent of a product family

C. Add the product to multiple product families

D. Set a product property as an option set

Correct Answer: D

Reference: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/use-properties-describe-product

**QUESTION 6**

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.

You are a Dynamics 365 for Sales system customizer.

You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form.

Solution: Use Unified Interface apps.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

Reference: https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controls-forms

**QUESTION 7**

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.

You use business process flows for all Dynamics 365 opportunities.

Some opportunities are closed before business process flow durations are calculated.

You need to ensure that business process flow duration values are calculated.

Solution: Change the opportunity to an inactive state.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

---

QUESTION 8

DRAG DROP

You need to ensure that new managers receive the information they need.

What should you do? To answer, drag the appropriate actions to the correct information. Each action may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

Select and Place:



Correct Answer:

## Actions

| Create a playbook template |

| |

| |

| Add the security role to the manager's user ID |

## Answer Area

**Information**

Price lists

Competitor list

**Action**

| Add the manager's user ID to the correct business unit |

| Export the list to a file |

---

**QUESTION 9**

HOTSPOT

You are a Dynamics 365 Sales system customizer.

You need to create Product Bundles and Product Families.

What should you create? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

## Answer Area

| Requirement | Option |
|---|---|
| View individual products in a grouping when you create an opportunity. | ▼ — Product Family / Product Bundle |
| Sell products from a grouping individually. | ▼ — Product Family / Product Bundle |
| Create a grouping within a grouping. | ▼ — Product Family / Product Bundle |

Correct Answer:

## Answer Area

| Requirement | Option |
|---|---|
| View individual products in a grouping when you create an opportunity. | ▼ — **Product Family** / Product Bundle |
| Sell products from a grouping individually. | ▼ — Product Family / **Product Bundle** |
| Create a grouping within a grouping. | ▼ — **Product Family** / Product Bundle |

Reference: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-product-bundles-sell-multiple-items-together

**QUESTION 10**

HOTSPOT

You are a sales representative and use Dynamics 565 Sales.

You are working with the following lead record:



Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic. NOTE: Each correct selection is worth one point.

Hot Area:

| You need to move to the Develop stage. What should you do? | ▼ |
|---|---|
| | Qualify the Lead |
| | Select Next Stage |
| | Select Develop |

| Which new record or records are created? | ▼ |
|---|---|
| | Only an Opportunity |
| | Only an Account and a Contact |
| | Only an Account and an Opportunity |
| | an Account, a Contact, and an Opportunity |

Correct Answer:

| You need to move to the Develop stage. What should you do? | ▼ |
|---|---|
| | Qualify the Lead |
| | **Select Next Stage** |
| | Select Develop |

| Which new record or records are created? | ▼ |
|---|---|
| | **Only an Opportunity** |
| | Only an Account and a Contact |
| | Only an Account and an Opportunity |
| | an Account, a Contact, and an Opportunity |

**QUESTION 11**

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 plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the currency decimal precision and currency display options.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: A

**QUESTION 12**

You are a Dynamics 365 administrator for a dental office.

You need to create a process in Sales Hub to ensure that team members perform the following actions:

1.

 Call patients to remind them about upcoming appointments.

2.

 Update patient contact information. What should you create?

A. a task flow

B. a business rule

C. a calendar

D. an on-demand workflow

Correct Answer: A

**QUESTION 13**

HOTSPOT

You are a Dynamics 365 for Sales environment.

You need to implement the Social Selling Assistant.

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

NOTE: Each correct selection is worth one point.

Hot Area:

## Answer Area

| Requirement | Technology or feature |
|---|---|
| Install and configure additional required software. | ▼ <br> Social engagement <br> Dynamics 365 AI for Sales |
| Ensure that Social Assistant can be used on a dashboard | ▼ <br> Relationship Assistant <br> Search topics |

Correct Answer:

## Answer Area

| Requirement | Technology or feature |
|---|---|
| Install and configure additional required software. | ▼ <br> **Social engagement** <br> Dynamics 365 AI for Sales |
| Ensure that Social Assistant can be used on a dashboard | ▼ <br> Relationship Assistant <br> **Search topics** |

Latest MB-210 Dumps          MB-210 Study Guide          MB-210 Braindumps

To Read the Whole Q&As, please purchase the Complete Version from Our website.
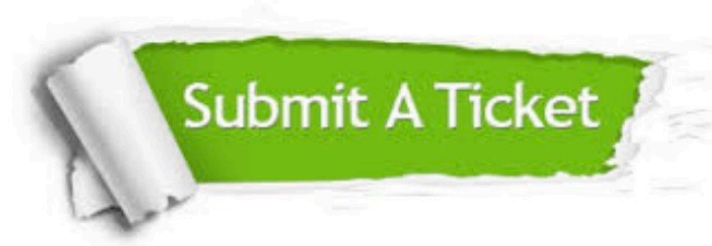
# Try our product !

100% Guaranteed Success
100% Money Back Guarantee
365 Days Free Update
Instant Download After Purchase
24x7 Customer Support
Average 99.9% Success Rate
More than 800,000 Satisfied Customers Worldwide
Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications.
You can view Vendor list of All Certification Exams offered:

https://www.lead4pass.com/allproducts

## Need Help

Please provide as much detail as possible so we can best assist you.
To update a previously submitted ticket: