Microsoft.MB-210.v2021-07-25.q54

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Certification Provider:	Microsoft
Free Question Number:	54
Version:	v2021-07-25
# of views:	1260
# of Questions views:	23850
https://www.freecram.net/torrent/Microsoft.MB-210.v2021-07-25.q54.html	

NEW QUESTION: 1
A company plans to movetheir 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 code and symbol so that both are displayed.
Does the solution meetthe goal?
A. No
B. Yes
Answer: (SHOW ANSWER)

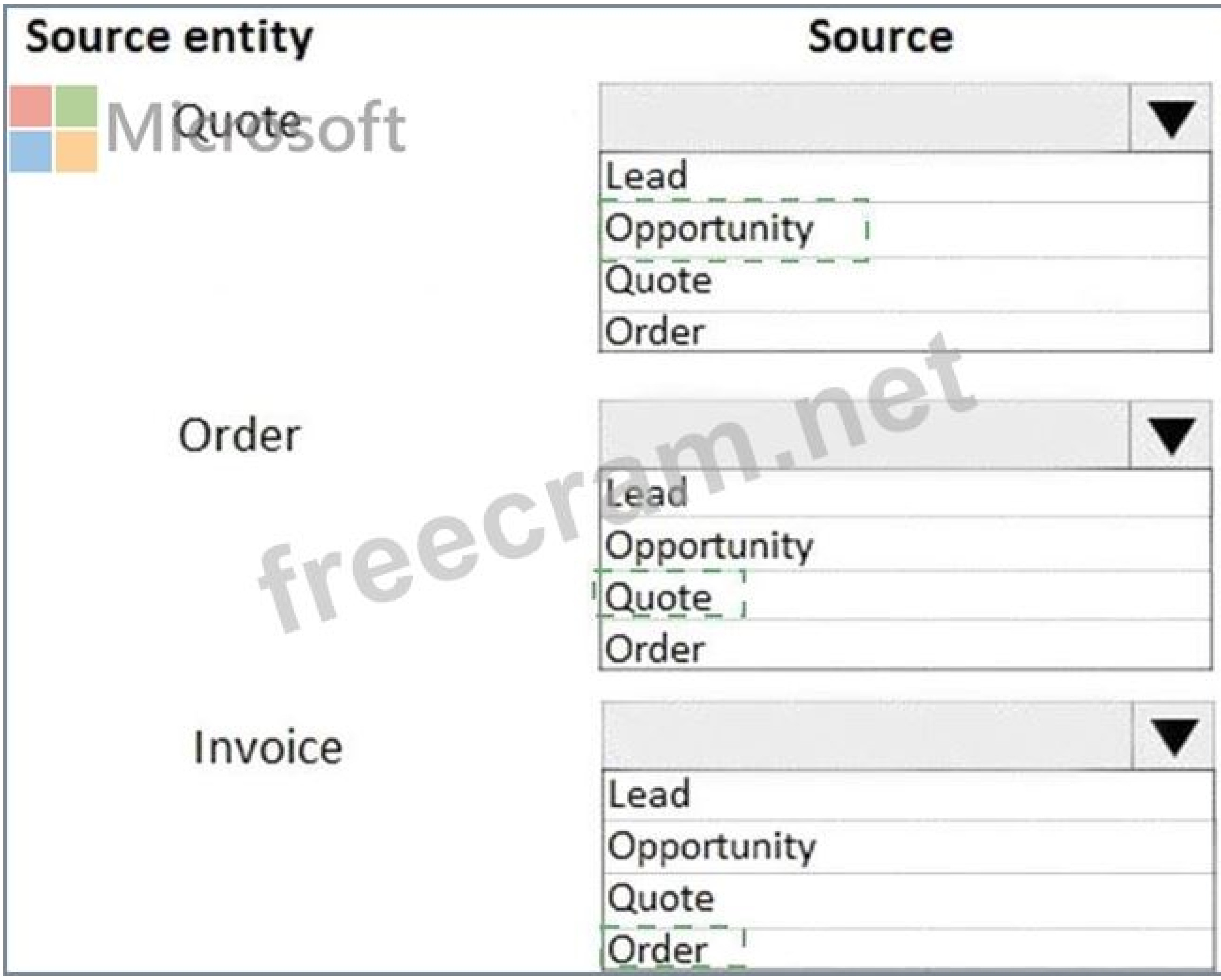
NEW QUESTION: 2
You need to create a chart for the athletic director.
What should you do?
A. Use purchaser, markup, and margin on the X-axis. Use amount of sales on the Y-axis.
B. Use the ticket type as theX-axis. Use amount of sales on the Y-axis
C. Use the ticket type on the X-axis. Use margins multiplied by cost on Y-axis
D. Use discount price on the X-axis. Use the number of tickets for groups on the Y-axis.
Answer: (SHOW ANSWER)
Explanation
The school'sathletic director needs a fiscal year report that includes specific formatting based on a defined template. The report must contain a chart that displays the type of ticket purchaser (alumni, non-alumni, and student).

NEW QUESTION: 3
A customer places an order that includes all of the products from a previous order.
You need toadd products from the previous order to the new order.

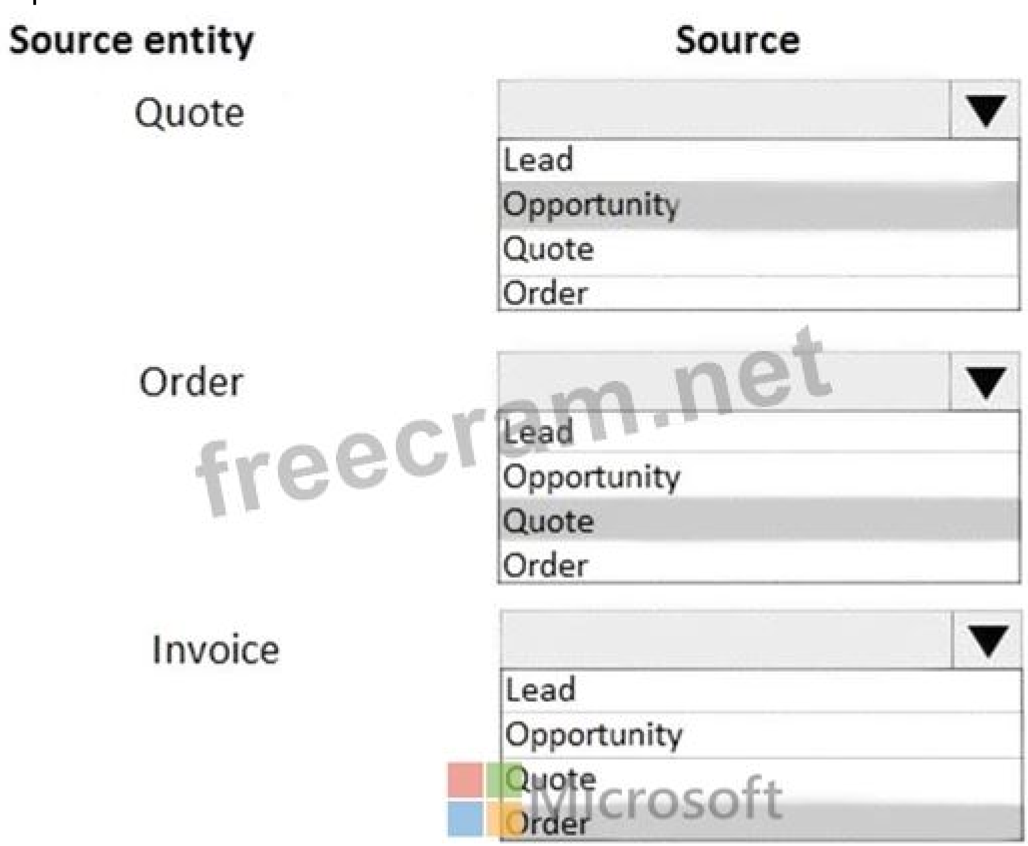
From which sources can you retrieve the list of products? To answer, select the appropriate options in the answer area.
NOTE:Each correct selection is worth one point.

Source entity	Source
Quote	Lead Opportunity Quote Order
Order	Lead Opportunity Quote Order
Invoice	Lead Opportunity Quote Order

Answer:



Explanation

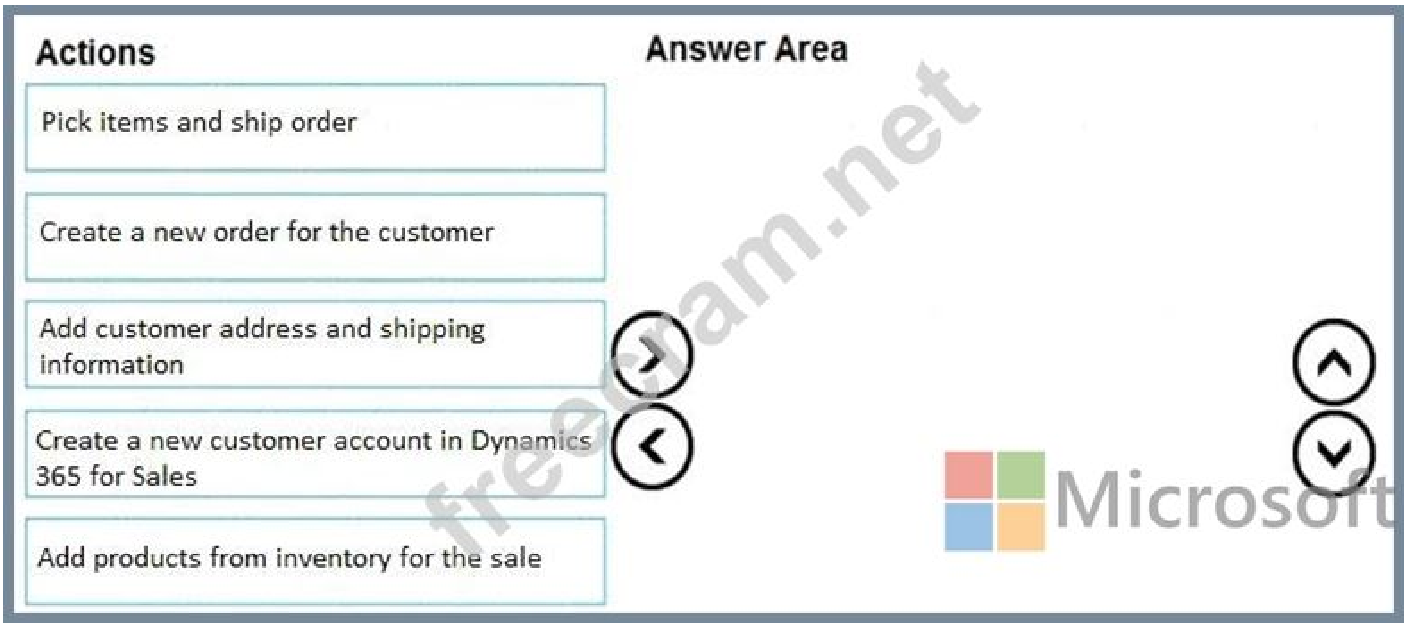


NEW QUESTION: 4

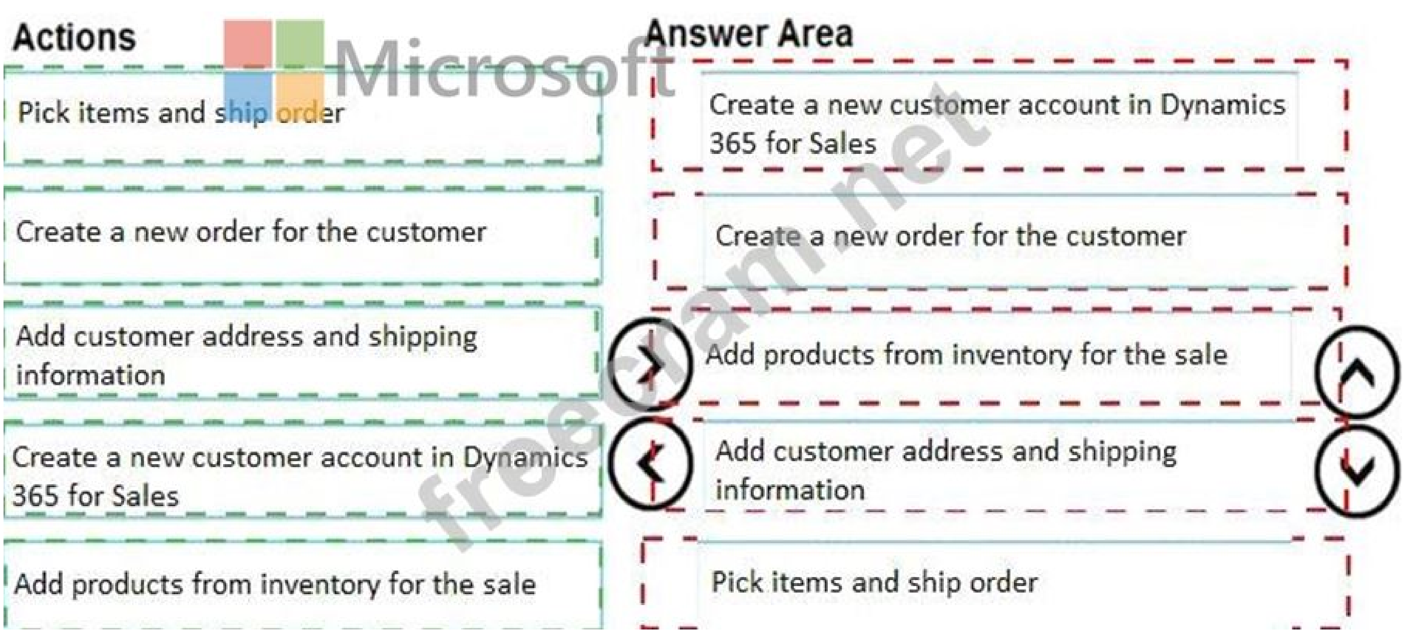
A company usesDynamics 365 Sales to manage sales orders.

You need to create an order for a new customer.

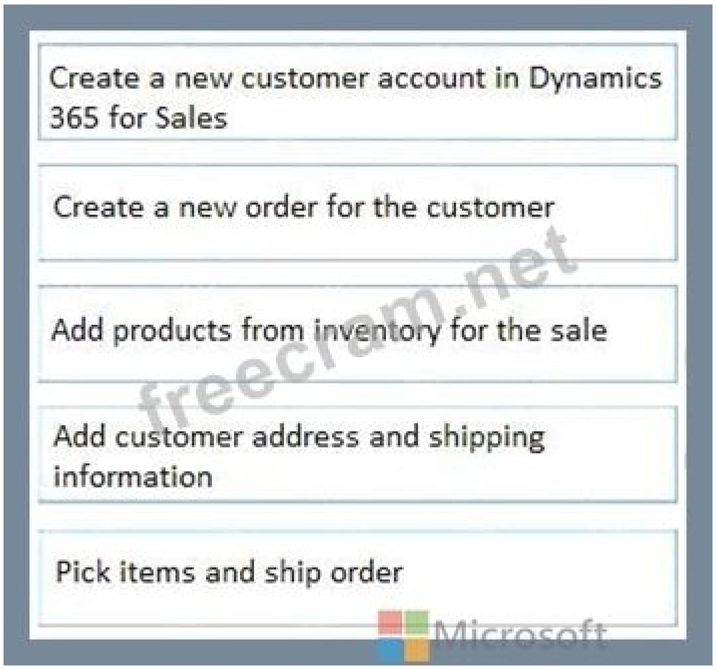
In which order should you perform the actions? To answer, move all actions from the list of actions to the answer area and arrange them in the correct order.



Answer:



Explanation



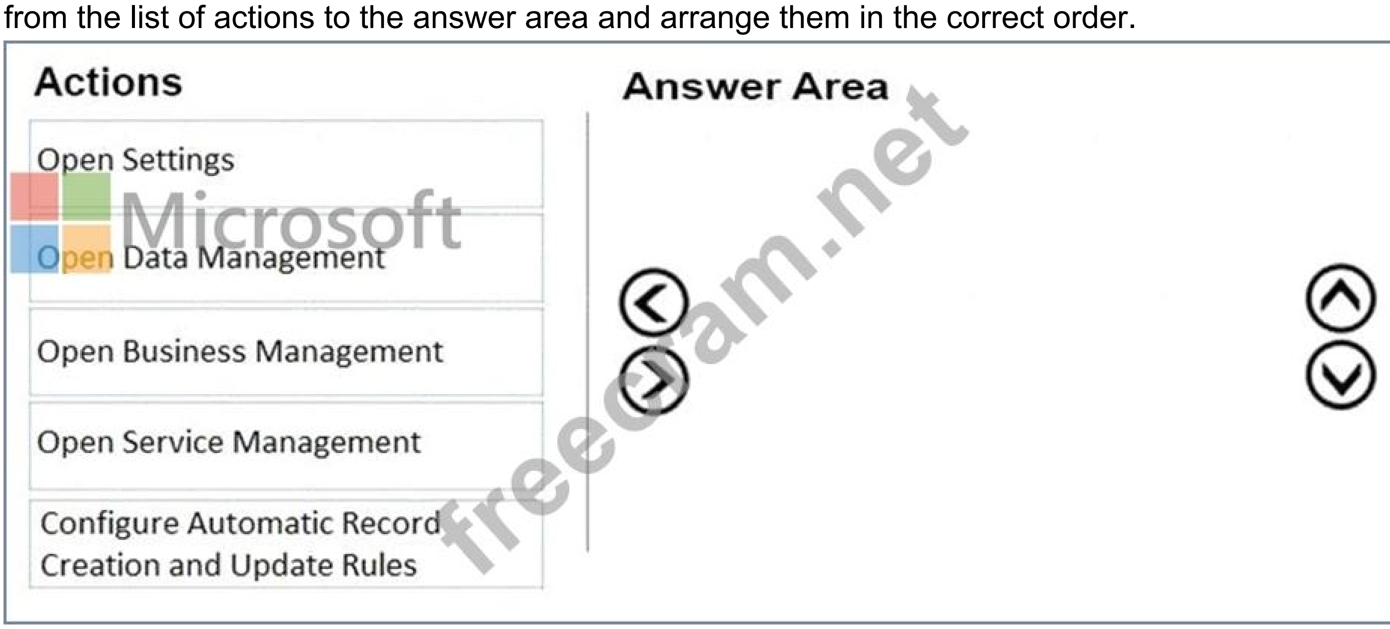
Reference:
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-order-sales#create-an-order

NEW QUESTION: 5

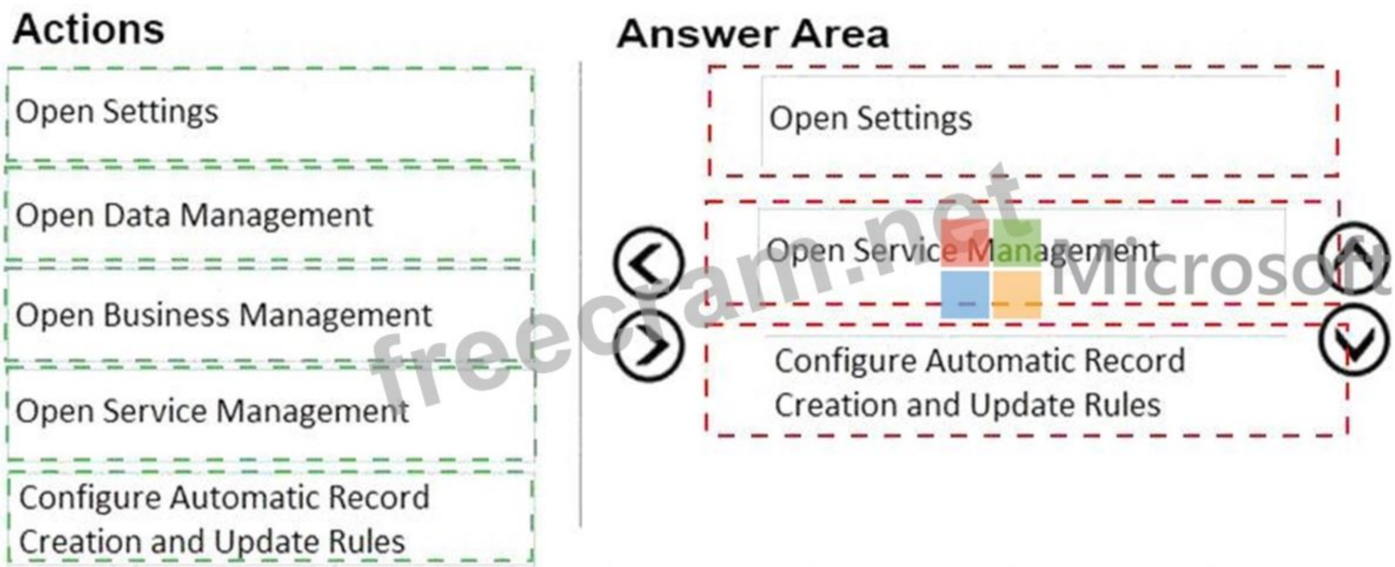
You manage a Dynamics 365 for Sales environment.

You need to automatically create records for salespeople when they complete phone call activities.

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.



Answer:



Explanation

References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customer-service/set-up-rules-toautomatica

NEW QUESTION: 6

You need to implement dashboards.

Which URL should you use?

A. https://bellowscollege.com.dynamics.com

B. http://bellowscollege.com.dynamics.com

C. https://crm.bellowscollege.dynamics.com

D. https://bellowscollege.dynamics.com

Answer: (SHOW ANSWER)

Topic 2, Humongous insuranceCase Study

This is a case study.Case studies are not timed separately. You can use as much exam time as you would like to complete each case.However, there may be additional case studies and sections on this exam. You must manage your time to ensure that you are able to complete all questions included on this exam in the time provided.

lo answer the questions included in a case study, you will need to reference information that is provided in the case study. Case studies might contain exhibits and other resources that provide more information about the scenario that is described in the case study. Each question is independent of the other questions inthis case study.
At the end of this case study, a review screen will appear. This screen allows you to review your answers and to make changes before you move to the next section of the exam. After you begin a new section, you cannot return to this section.
To start the case study
To display the first question in this case study, click the button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information suchas business requirements, existing environment and problem statements. If the case study has anAll Informationtab, note that the information displayed is identical to the information displayed on the subsequent tabs. When you are ready to answer a click the Question button to return to the question.
Background
Humongous insurance provides fleet automotive insurance. The company s accounting year is July 1st-June
31st.
They have experienced rapid growth by acquiring brokerages that havelocations in Canada, the United States, and the United Kingdom.
The company is making a big push for the Start of their second quarter on October 1st.
Current environment
* United States salespeople ate located in either the north, east south, west or national territory.
* Only national territory sales team members can send quotes and Invoices across multiple territories.
* Sales managers route leads based on territory.
* Salesperson! and Salesperson2 are part of the south region and the nationalaccount respectively.
* Salespeople cannot accurately report progression of sales and whether they are closed or still in process.
* Manager and underwriter approval is communicated by email.
* Many salespeople use different quote layouts.
Requirements
Territories
* Each territory must be set up as a Business Unit for security.
* Each territory must have the ability to qualify its own leads.
Security
* National sales team members must have privileges in order to see sales and account Information managed by the regional sales teams.
* Configure appropriate security for national and each regional sales.
Goals

* Salespeople's goals must roll up to their manager's goal.
* Goal mettles need lo automatically calculate every 12 hours.

Quotes

* Set up version traceability for quotes.
* Quotes must be marked with the word "Final' when approved.
* Quotes and orders must be generated in their clients" currency.
* Quotes and invoices must be able to be viewed across a variety of devices.
* Pricing must be standardized for insurance products while supporting tiered pricing across national and regional accounts.

Opportunities

* Closed opportunities that are won or lost must capture competitor information. The company wants a visualization built 'or the categories related to why the opportunities closed a certain way.
* When an opportunity is nearing time to quote, products should be added to the opportunity.

Other Requirements

* Simplify data entry and reduce dual data entry.
* Help salespeople and theirmanagers keep track of where they are in the sales process.
* Use out-of-the-box reports where possible.
* Generate invoice numbers automatically.
* Begin invoice numbers with the letters INV.
* Allow managers to be able to view a diagram and dull down toleads converted in the last 30 days.

Issues

* Salespeople cannot identify the sales process stage process for each customer.
* Updated products are not easily updated within the product groups.
* There is no pricing tool.
* Salespeople must research eachproduct every time they have to Quote a customer on a product
* UserA is unable to quality leads.
* The manager follows the process on an approved quote but an error occurs.
* ClientA purchases products from multiple regions for a single order.
* Not all products are available in regional pricelists or national pricelists.

NEW QUESTION: 7

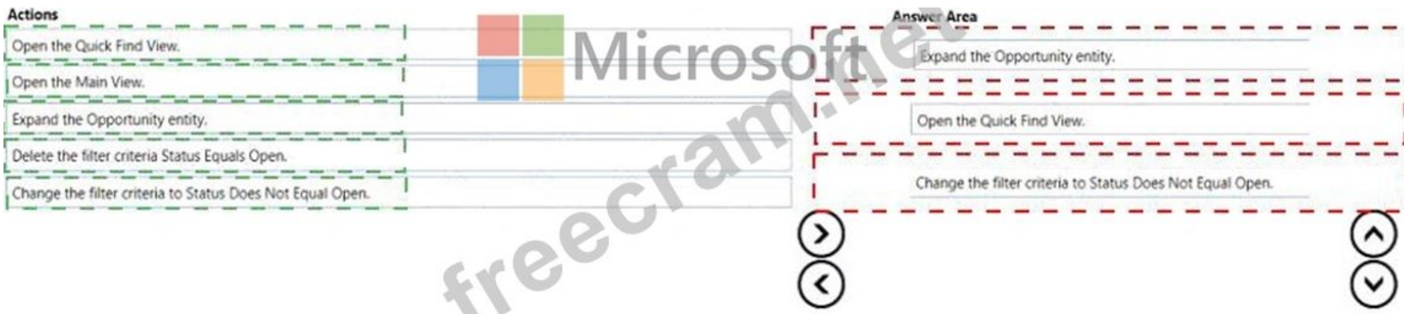
You are a Dynamics 365 Sales system customizer.

Salespeople report that they cannot search for open and closed opportunities using the search tool inthe Quick Find View.

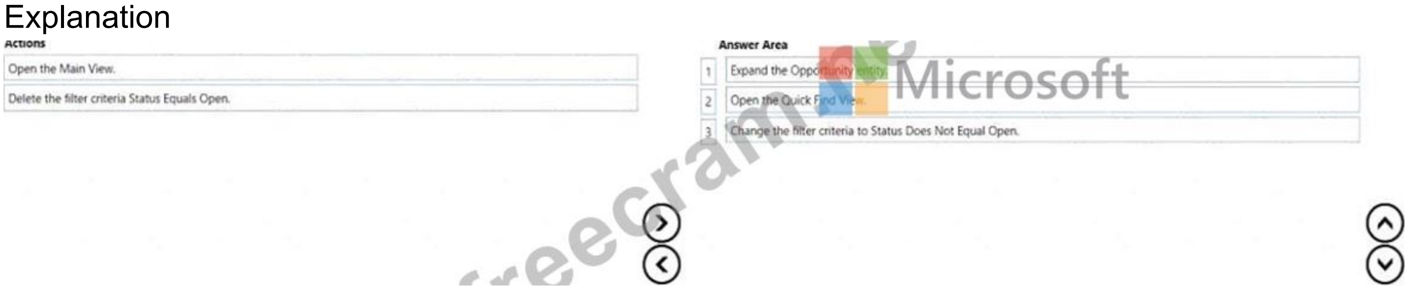
You need to configure the search tool to show the open and closed opportunities in the Customize the System area.

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.

Answer:



Explanation

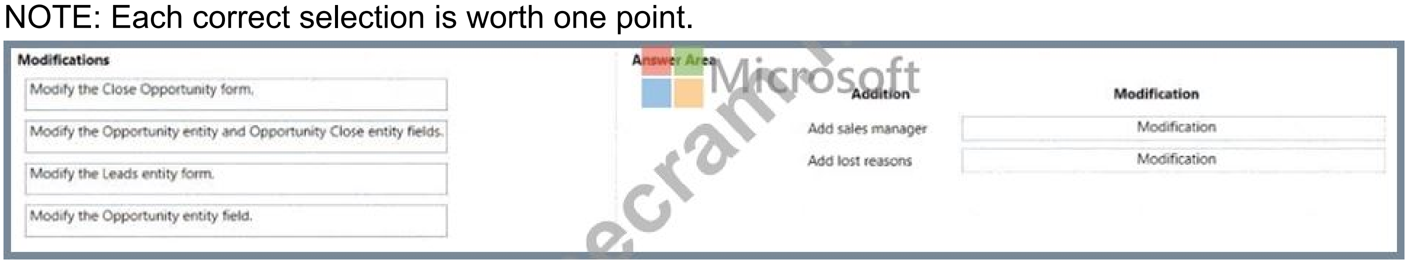


NEW QUESTION: 8

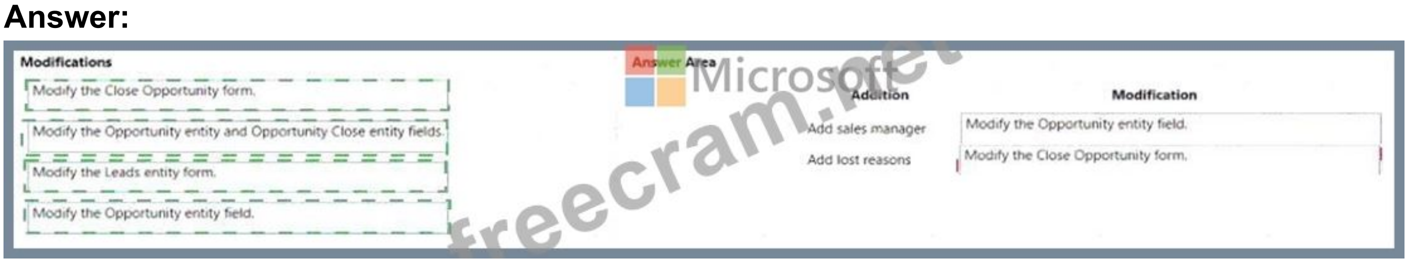
You need to determine which configuration changes to make to address closed and lost opportunities.

Which modifications should you complete? To answer, drag the appropriate modifications to the correct additions. Each modification 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.

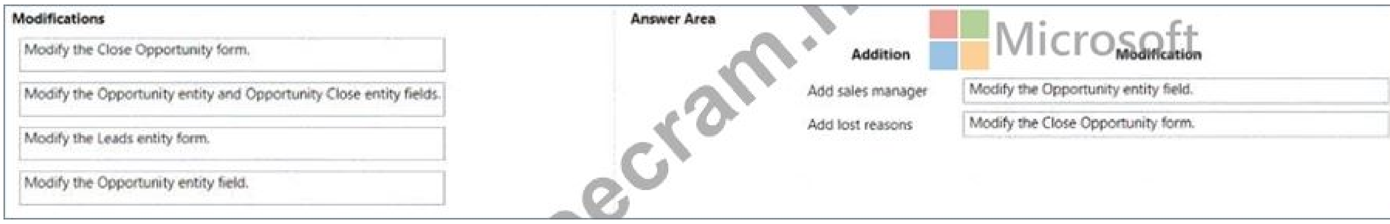
NOTE: Each correct selection is worth one point.



Answer:

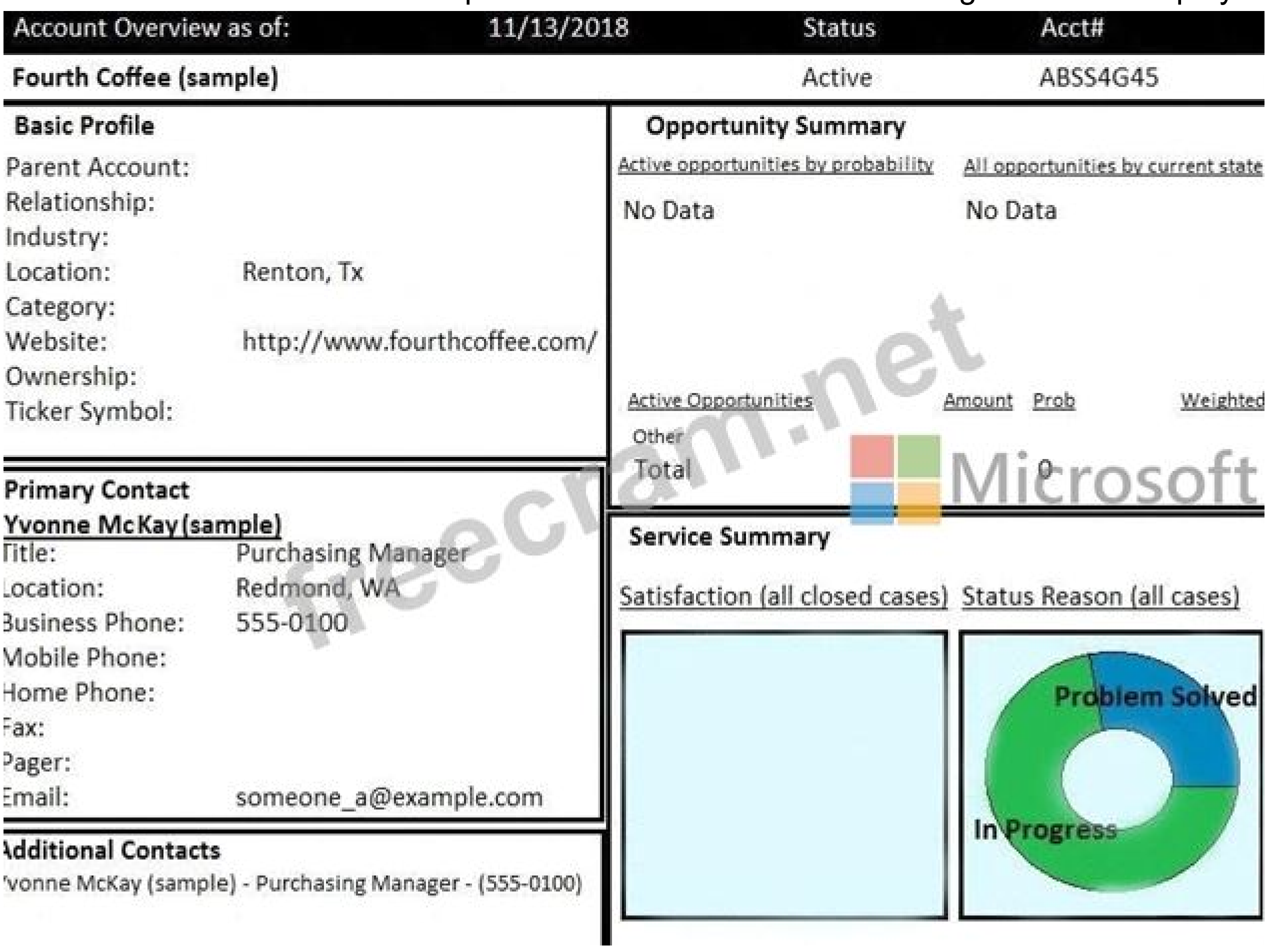


Explanation



NEW QUESTION: 9

You run an Account Overview report for Fourth Coffee. The following results aredisplayed.



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.

Question	Answer choice
Why is the satisfaction area blank?	There are no closed cases Users are not completing the satisfaction field The Reporting Service is down Cases with the problem solved have not been closed
Which type of account is Fourth Coffee?	Active Parent Account Inactive Child Account

Answer:

Question	Answer choice
Why is the satisfaction area blank?	There are no closed cases Users are not completing the satisfaction field The Reporting Service is down Cases with the problem solved have not been closed
Which type of account is Fourth Coffee?	Active Parent Account Inactive Child Account

Explanation

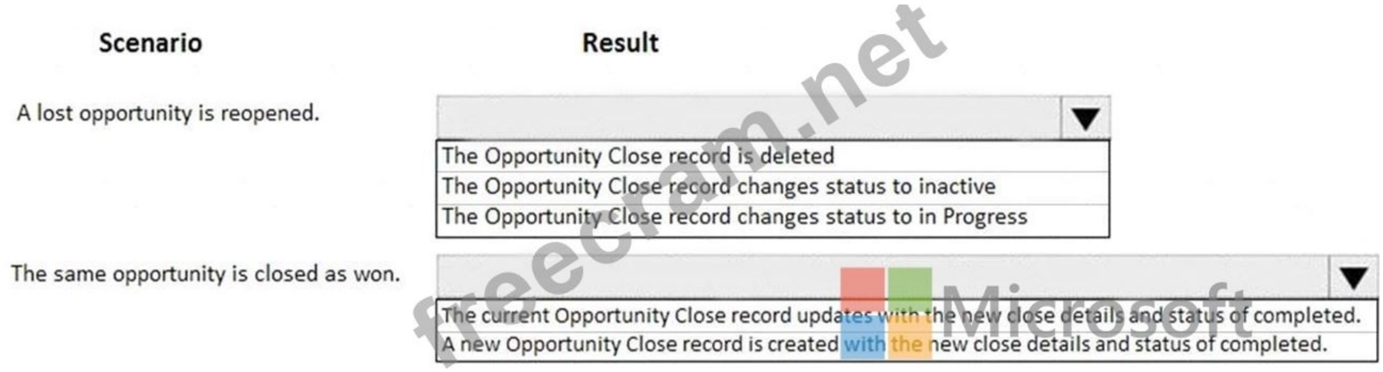
Question	Answer choice
Why is the satisfaction area blank?	There are no closed cases Users are not completing the satisfaction field The Reporting Service is down Cases with the problem solved have not been closed
Which type of account is Fourth Coffee?	Active Parent Account Inactive Child Account

NEW QUESTION: 10

You use opportunities in Dynamics 365 Sales.

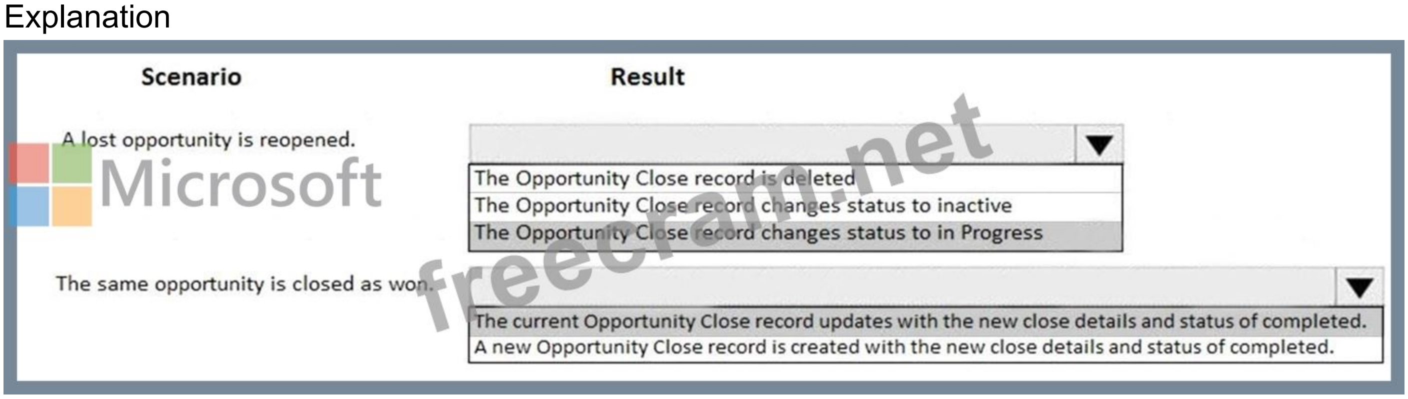
Opportunities that were closed as lost frequently come back and are eventually won.

You need to be able to track these occurrences andhave insight into the process.
What happens during the reopen and close process? To answer, select the appropriate options in the answer area.
NOTE:Each correct selection is worth one point.



Answer:

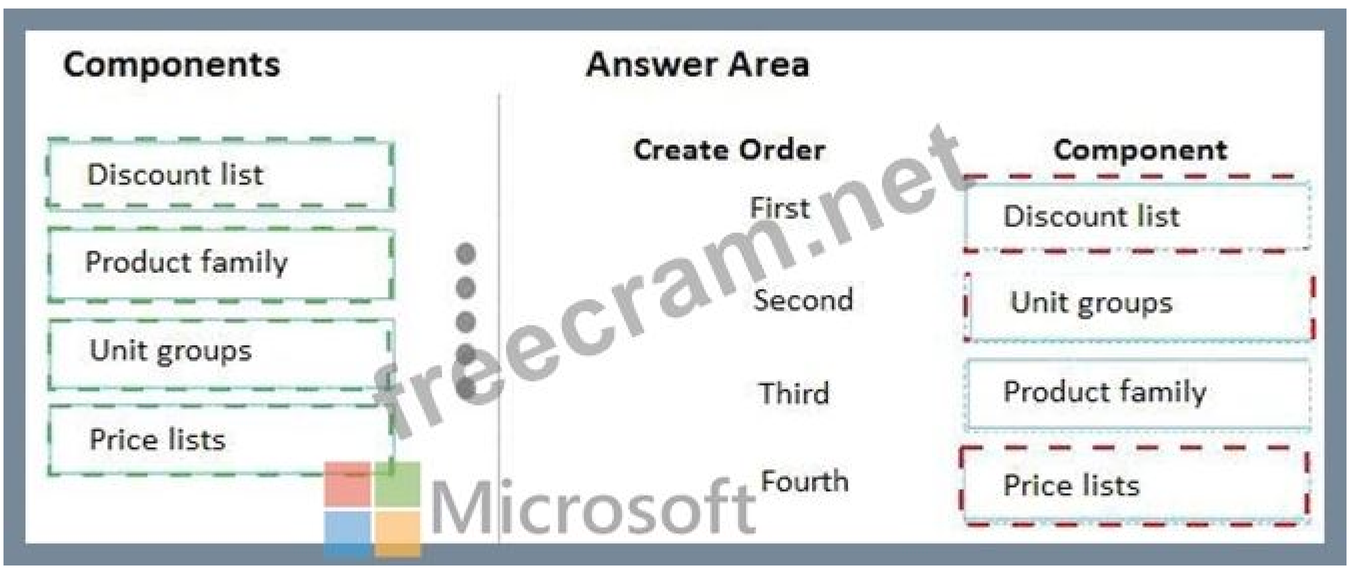
Explanation



NEW QUESTION: 11

You are setting up a product catalog in Dynamics 365 Sales.
You need to set up the catalog using the least amount of effort.
In which order should you set up the catalog? To answer, drag the appropriate components to the correct order position. Each component 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.

Answer:



Explanation

Reference:

https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-product-catalog-walkthrough

NEW QUESTION: 12

Youuse price lists in Dynamics 365 for Sales. Some price lists have expired.

Users need to be able to continue to manage their opportunities.

Which option is possible?

A. Opportunities that use the expired price list will display a warning thatprices must be replaced.

B. Users can add the expired price list to an opportunity but will see a warning.

C. Users can add the expired price list to opportunities created prior to the expiredate.

D. Opportunities that use the expired price list can continue through their lifecycle.

Answer: (SHOW ANSWER)

NEW QUESTION: 13

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

Answer: (SHOW ANSWER)

Explanation

References:

https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customize/configure-interactivedashboards

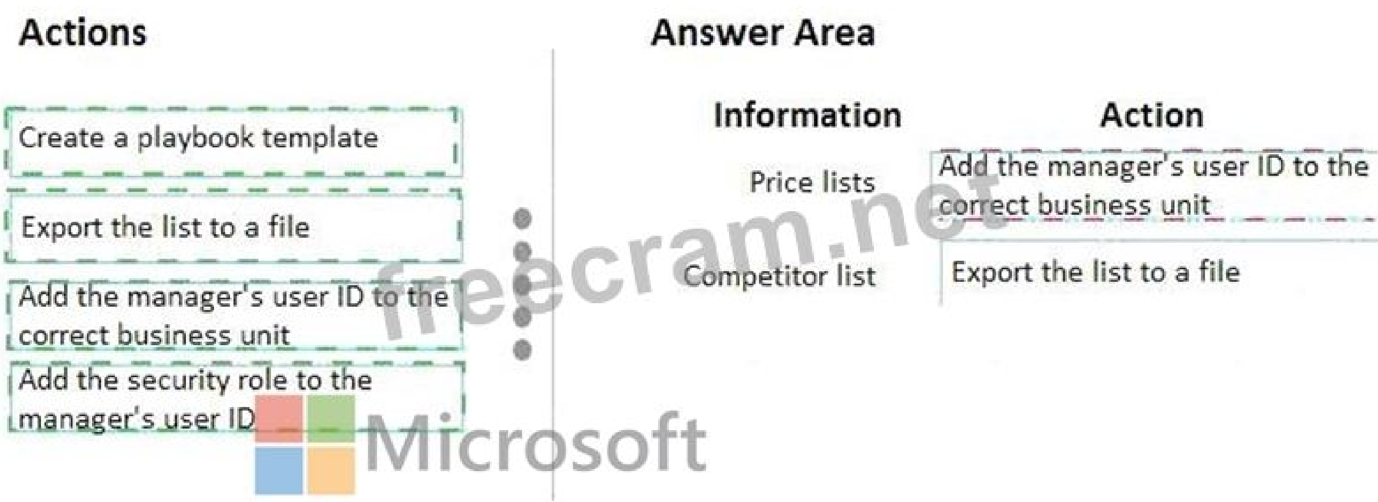
NEW QUESTION: 14

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.

Answer:



Explanation

NEW QUESTION: 15

A sales manager needs to set up goals in Dynamics 365 Sales for salespeople.

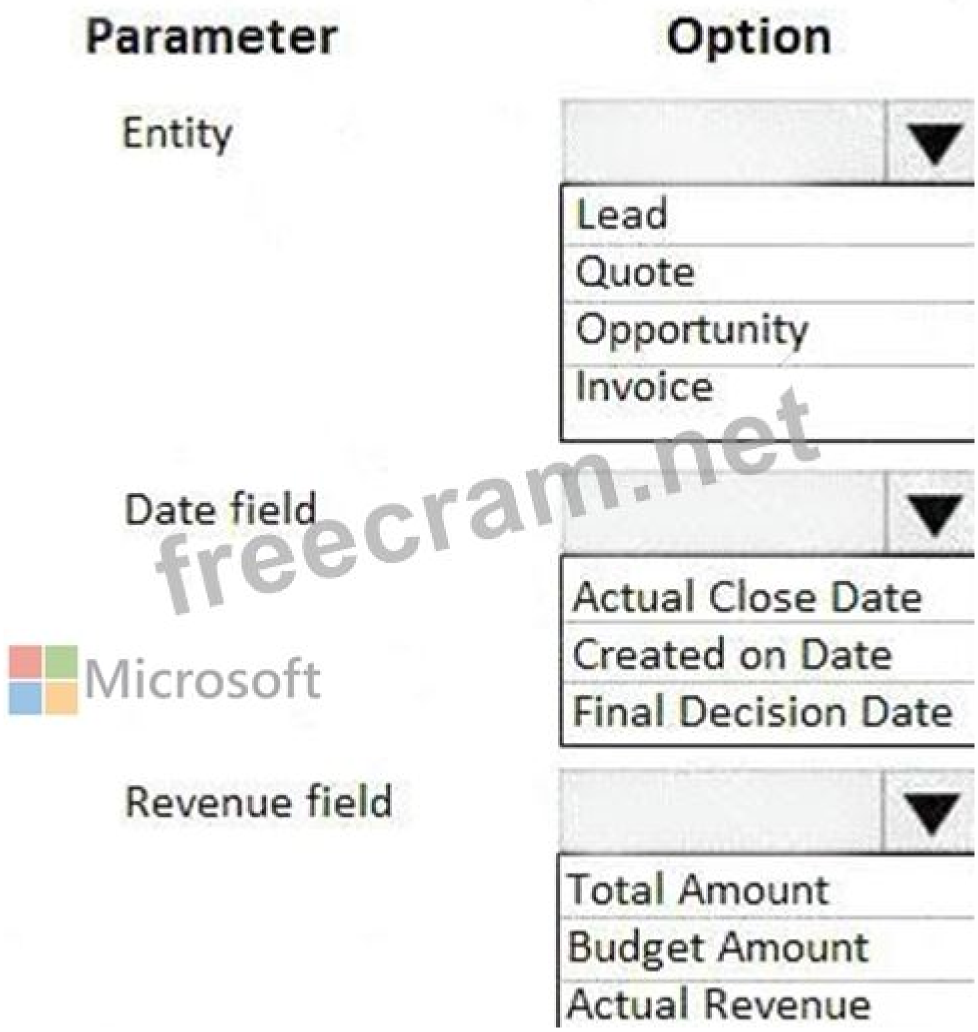
The measurement of goals must be based on the total deal amount upon closing an opportunity.

The fiscal year for the goals must be based on the calendar year.

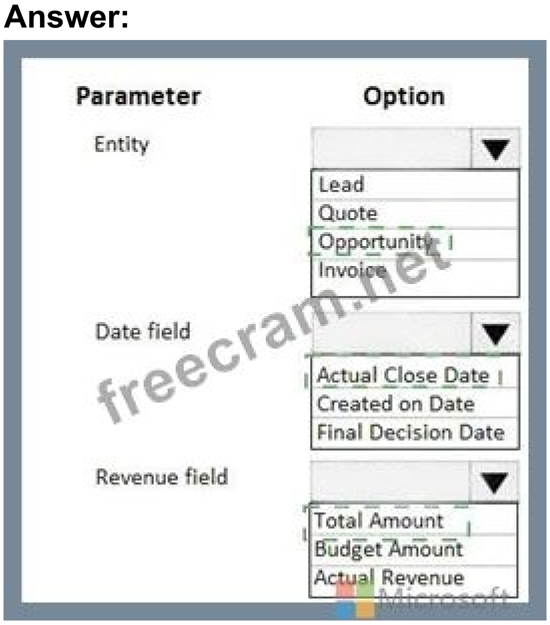
You need to create the rollup query for the goal metrics.

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

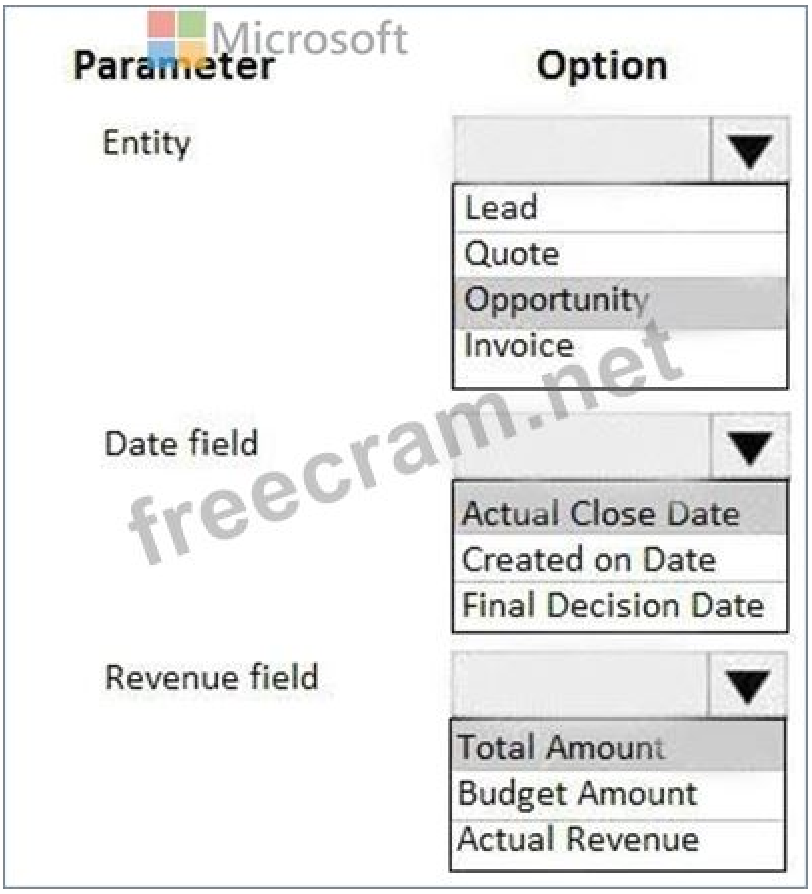
NOTE:Each correct selection is worth one point.



Answer:



Explanation



NEW QUESTION: 16

You need to make theappropriate change to the system to ensure that statistics are correct in time for each manager/salesperson meeting.

What should you do?

A. Create a workflow for the Goals entity

B. In the Goals section of App Settings, selectActuals

C. In the Business Management section of Settings, configureGoal Metrics

D. In the Goals Settings section of App Settings, selectRollup recurrence

Answer: (SHOW ANSWER)

Explanation

The number of tickets each salesperson sells must be totalled only at the end of the month,before the monthly meeting between the salesperson and their manager.

Salespeople must not be able to check the quantity sold in the system daily.

NEW QUESTION: 17

You are a Dynamics 365 for Sales environment.

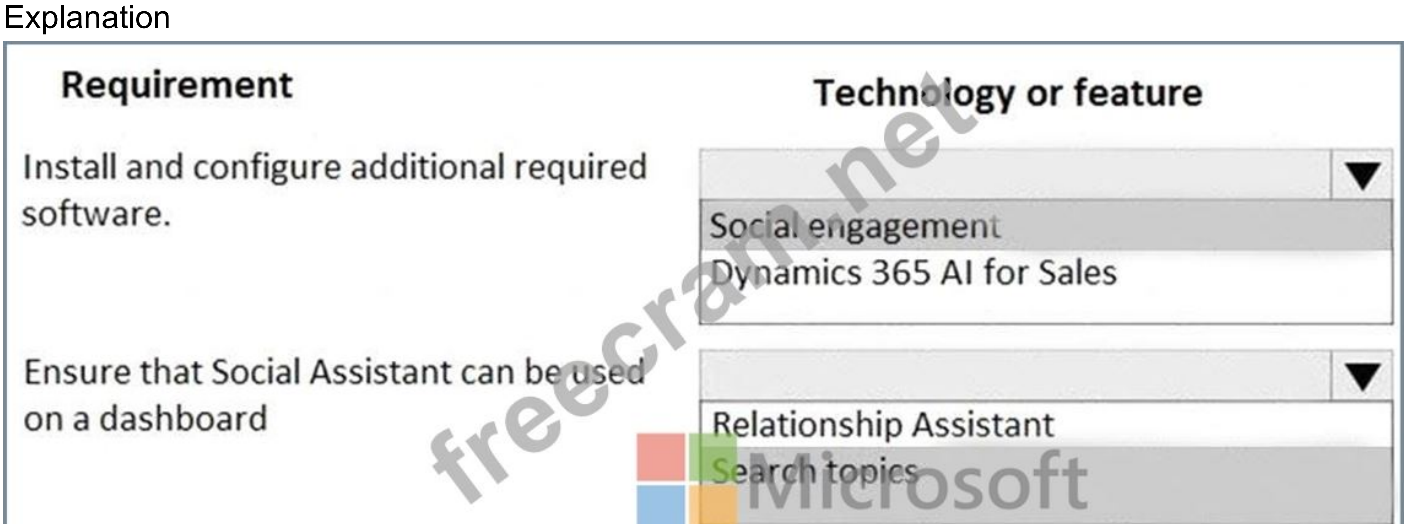
You need to implement the Social Selling Assistant.

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

NOTE:Each correct selection isworth one point.

Answer:

Explanation



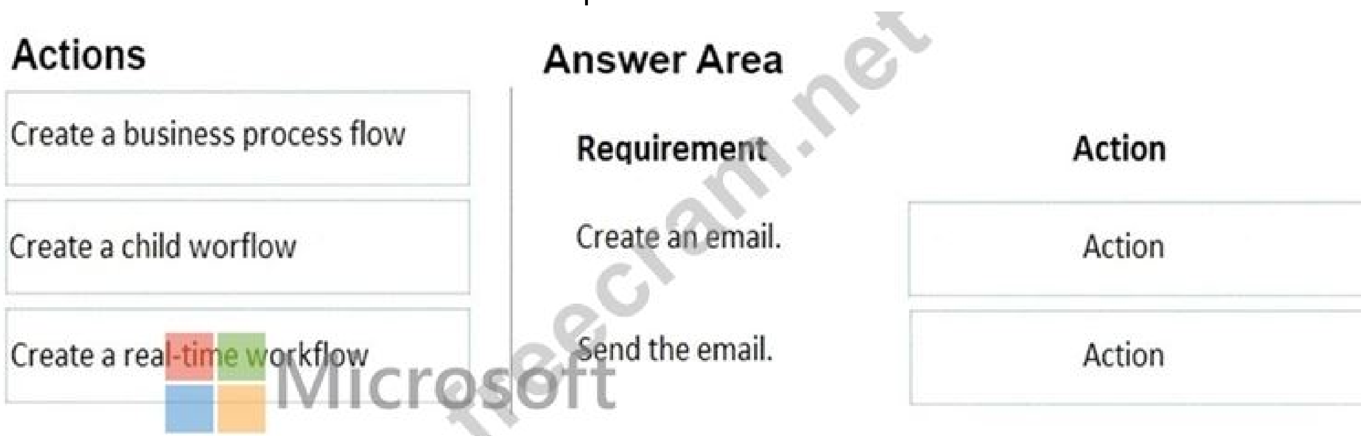
NEW QUESTION: 18

You manage the Dynamics 365 environment forContoso, Ltd. A rule automatically creates a lead associated with an email when an email is sent to sales@contoso.com.

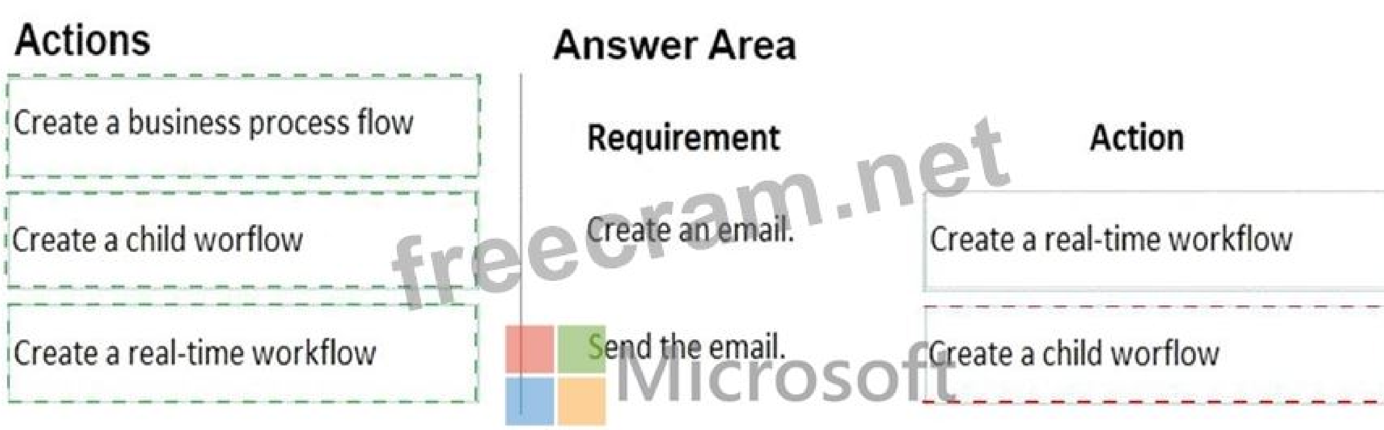
You need to ensure that the marketing manager receives an email each time an email request is sent to sales@contoso.com.

How should youconfigure the rule? To answer, drag the appropriate actions to the correct requirements. 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 selectionis worth one point.



Answer:



Explanation

NEW QUESTION: 19

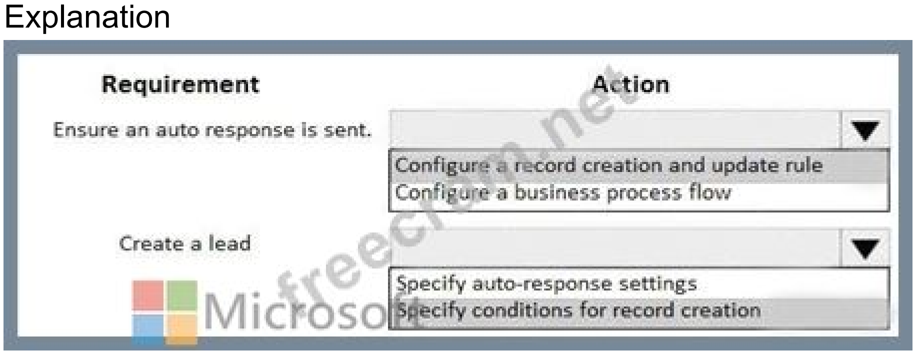
An organization uses Dynamics 365 for Sales.

You need to create a quote template in Microsoft Word foruse in the organization.
What should you do?
A. Create a flow
B. Enable dynamic content in Microsoft Word
C. Enable the Developer tab in Microsoft Word
D. Enable VBA in Microsoft Word
Answer: (SHOW ANSWER)
Explanation
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/using-word-templates-dynamics-36

NEW QUESTION: 20
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 issent.
How should you configure the environment? To answer, select the appropriate options m the answer area.
NOTE Each correct selection is worth one point.

Answer:

Explanation



NEW QUESTION: 21
Youare 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 themin the correct order.

Actions

- Add custom views using Versium Predict solution
- Authenticate Versium Predict
- Install Versium Predict from the Dynamics 365 Administration Center
- Install Versium Predict from Microsoft AppSource
- Add custom views using web resources

Answer Area

Answer:

Actions

- Add custom views using Versium Predict solution
- Authenticate Versium Predict
- Install Versium Predict from the Dynamics 365 Administration Center
- Install Versium Predict from Microsoft AppSource
- Add custom views using web resources

Answer Area

1. Install Versium Predict from Microsoft AppSource
2. Authenticate Versium Predict
3. Add custom views using web resources

Explanation

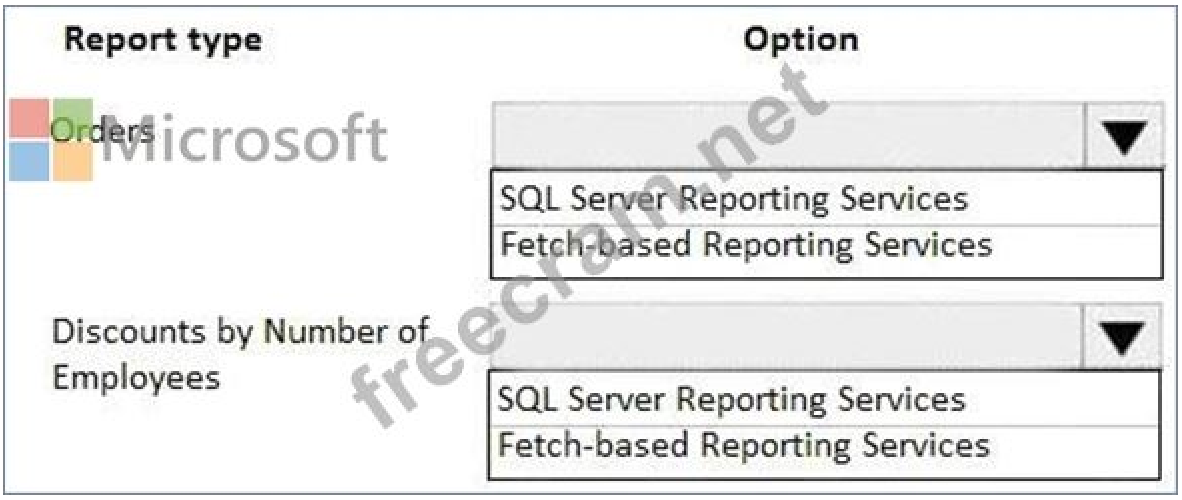
- Install Versium Predict from Microsoft AppSource
- Authenticate Versium Predict
- Add custom views using web resources

NEW QUESTION: 22

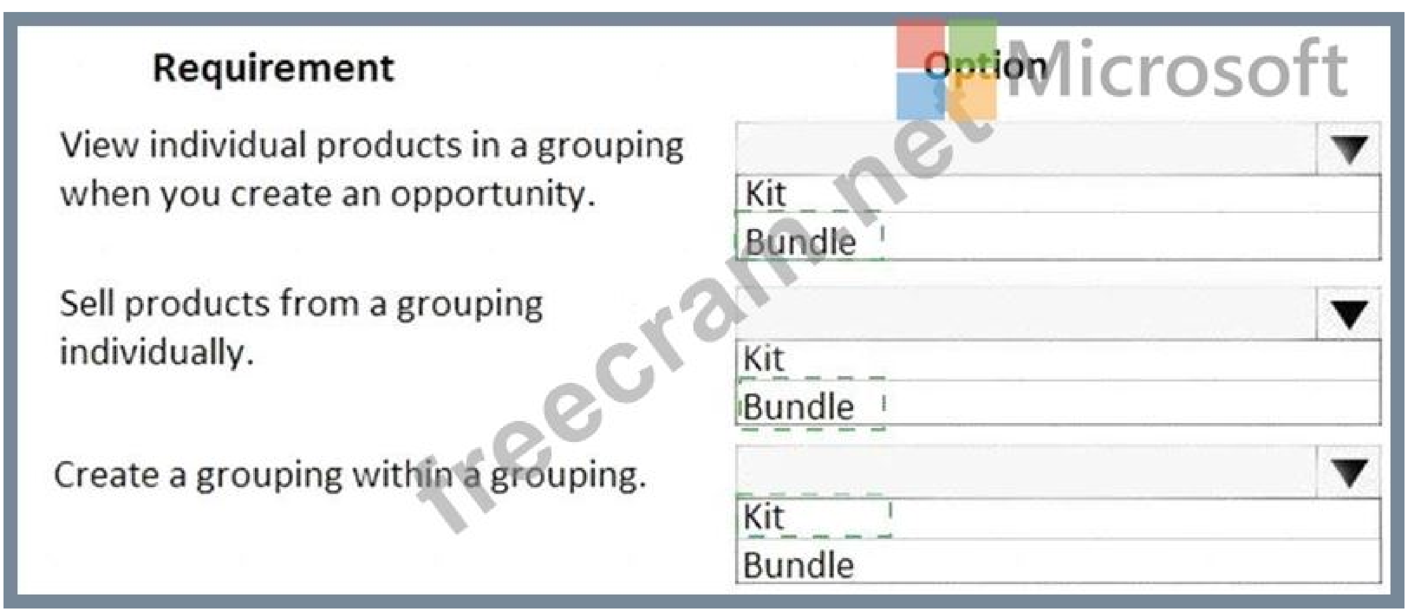
You need to create and configure access to the Orders report and the Discounts by Number of Employees report.

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

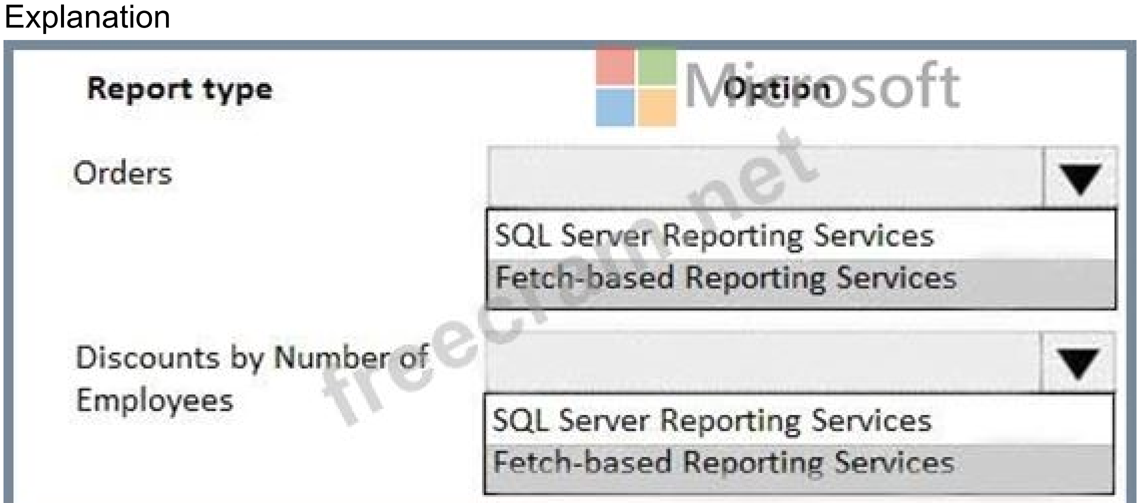
NOTE:Each correct selection is worth one point.



Answer:



Explanation



NEW QUESTION: 23

An organization attends a tradeshow and identifies several leads.

One specific lead wants to make a purchase in the next week.

You need to create an invoice.

At which stage can you create the invoice?

A. Quote

B. Opportunity

C. Order

D. Lead

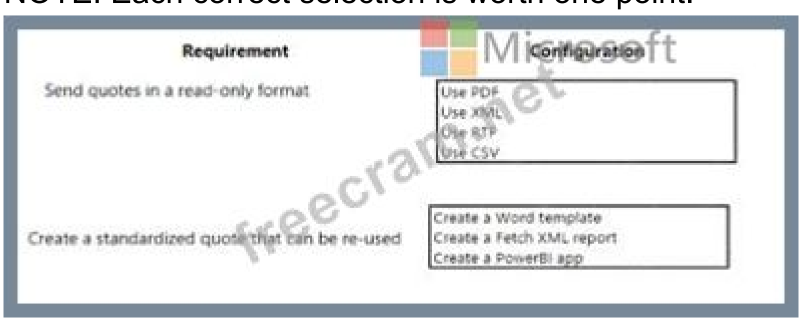
Answer: (SHOW ANSWER)

NEW QUESTION: 24

You need to set up quotes to meet the requirements.

How should you configure the quotes? To answer, select theappropriate options in the answer area.

NOTE: Each correct selection is worth one point.



Answer:

Explanation

NEW QUESTION: 25

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: At any stage in the business process flow prior to the final stage, select Finish.

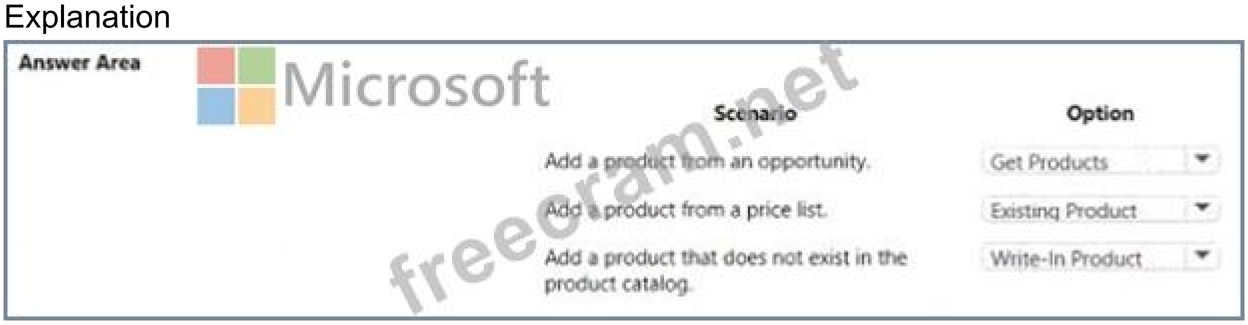
Does the solution meet the goal?

A. Yes
B. No
Answer: (SHOW ANSWER)

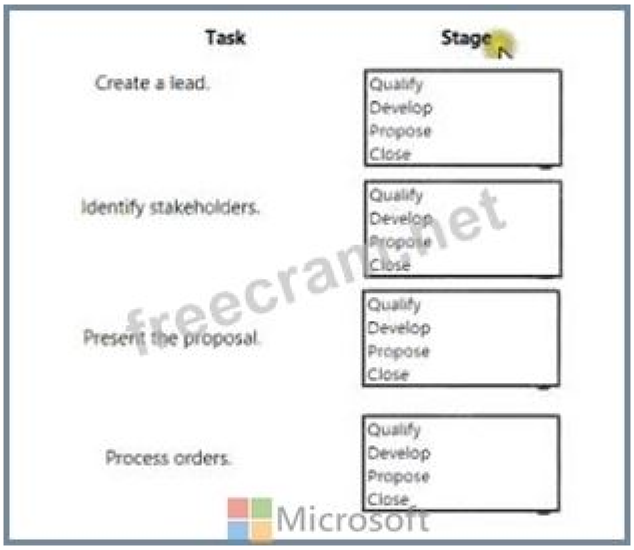
NEW QUESTION: 26
You use Dynamics 365 Sales.
You need to add products to an invoice.
Which options should you use? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.

Answer:

Explanation

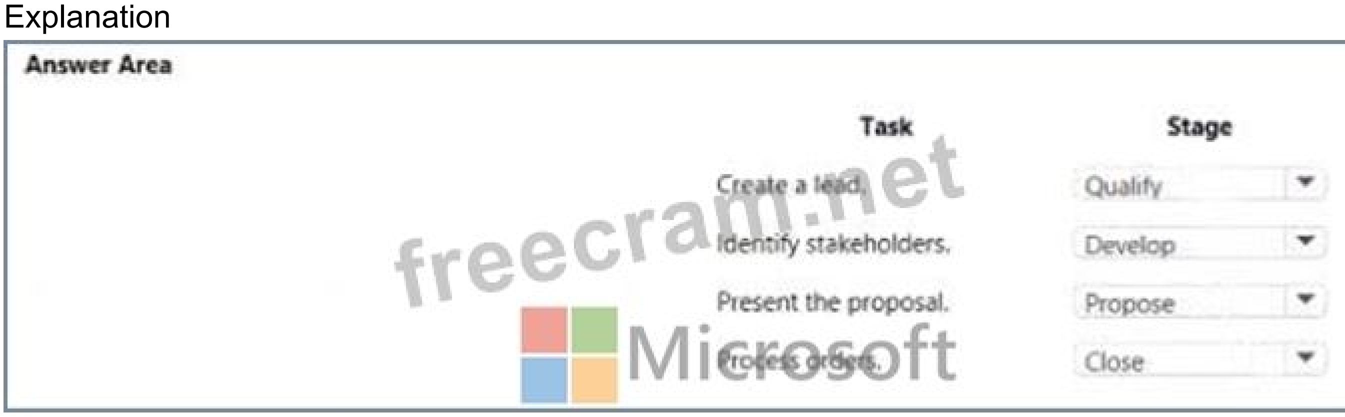


NEW QUESTION: 27
A company uses Dynamics 365 Sales to manage sales orders.
You need to demonstrate the process of going from a lead to an order.
Which stage applies to each task? To answer, select theappropriate options in the answer area.
NOTE: Each correct selection is worth one point.



Answer:

Explanation



NEW QUESTION: 28

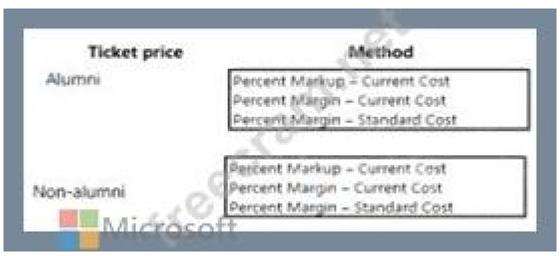
Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

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 arecalculated.
You need to ensure that business process flow duration values are calculated.
Solution: When closing an opportunity, use the Close as Won dialog.
Does the solution meet the goal?
A. No
B. Yes
Answer: ([SHOW ANSWER]())

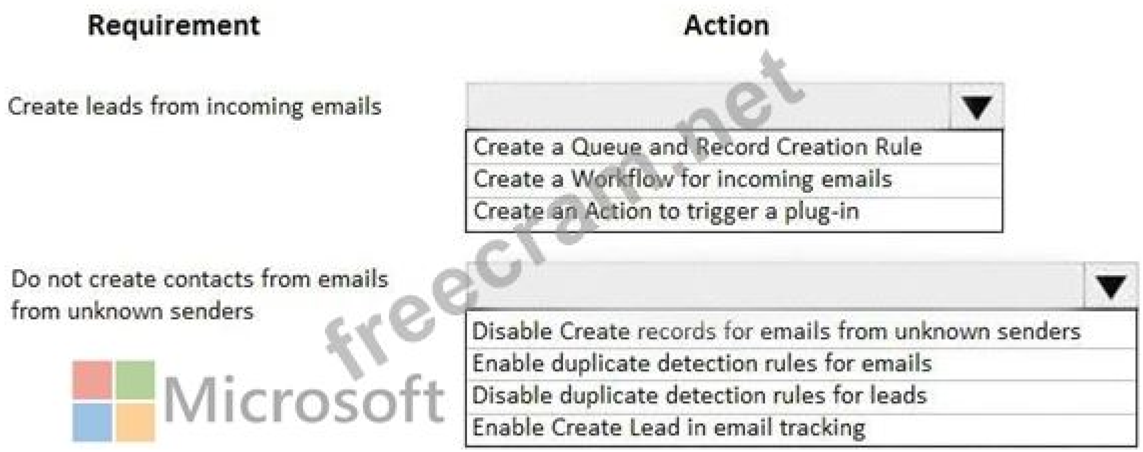
NEW QUESTION: 29
You need to create a discount list for ticket sales.
Which pricing methods should you use? To answer, select the appropriate method in the dialog box in the answer area.
NOTE: Each correct selection is worth one point.



Answer:

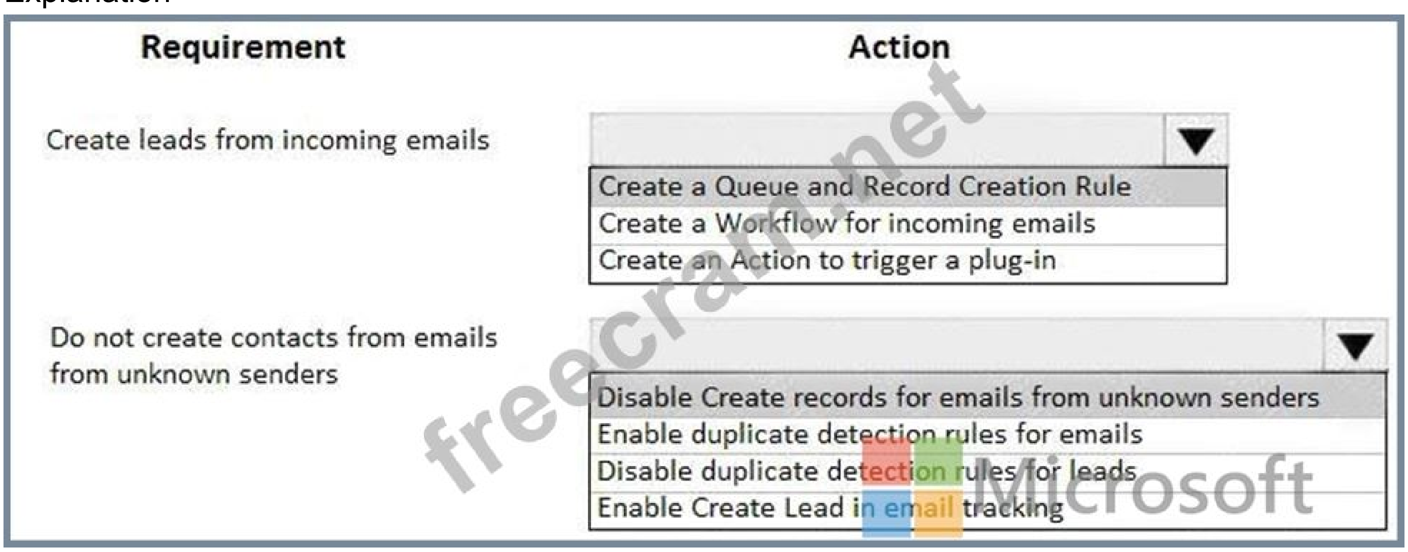
Explanation

NEW QUESTION: 30
You need to configure the system for incoming email to support creation of leads from email requirements.
What should you do? To answer, select the appropriate options in the answer area.
NOTE:Each correct selection is worth one point.



Answer:

Explanation



Reference:

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

NEW QUESTION: 31

A company uses Dynamics 365 Sales.

You attempt to add a product to an order, but the product cannot be located.

You need to determine why the product is missing.

What is the cause?

A. The product was not published

B. The product was not listed in the quote

C. The write-inoption was not used

D. The product is missing required information

Answer: (SHOW ANSWER)

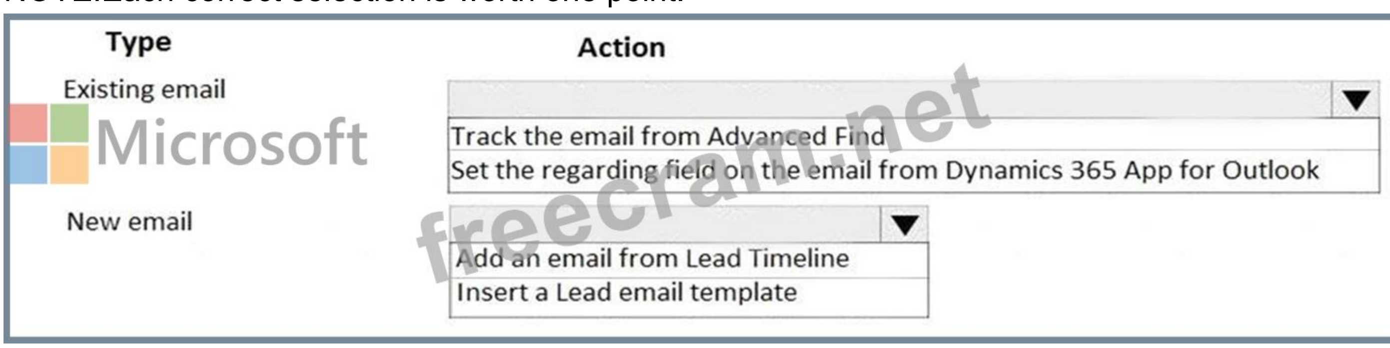
NEW QUESTION: 32

You implement the Dynamics 365 App for Outlook.

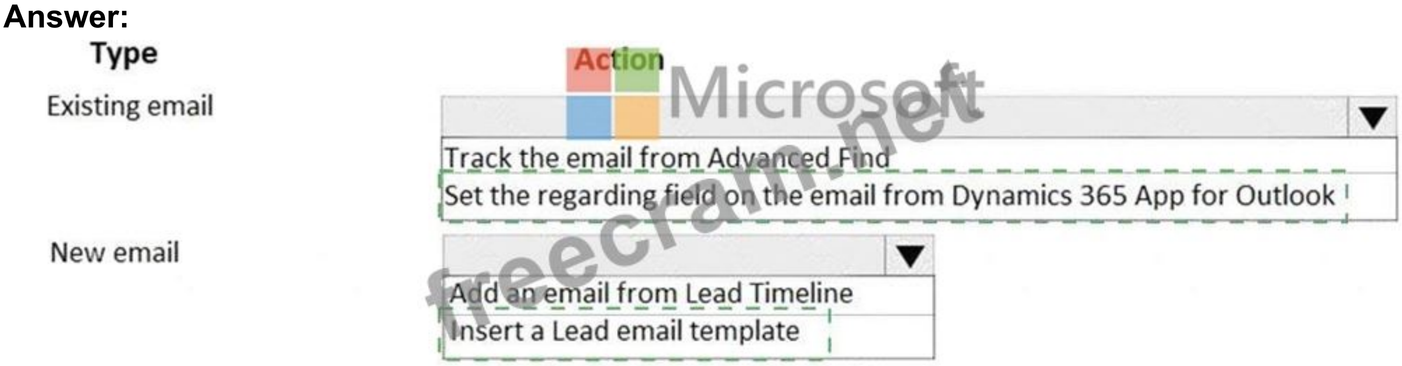
You need to associate emails to lead records.

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

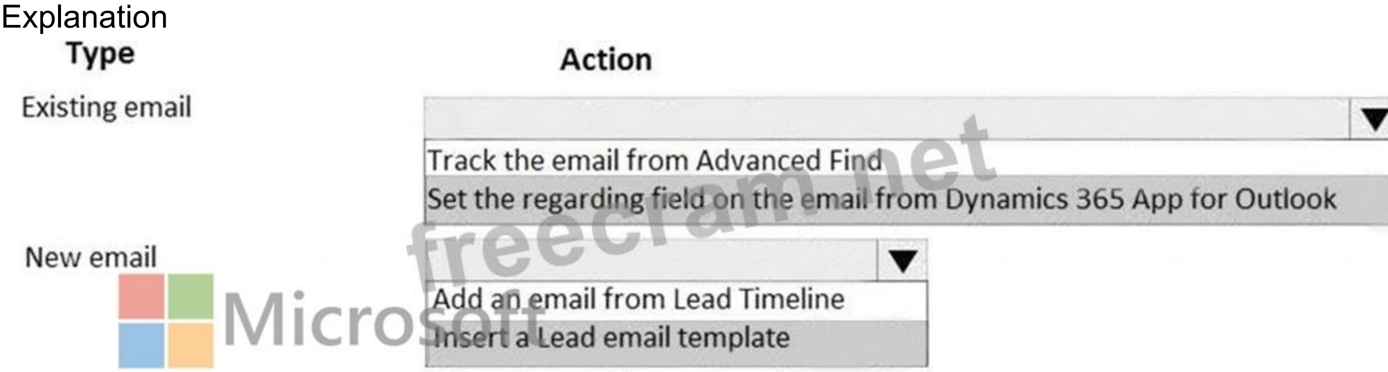
NOTE:Each correct selection is worth one point.



Answer:



Explanation



NEW QUESTION: 33

You are implementing Dynamics 365 Sales for a beverage company.

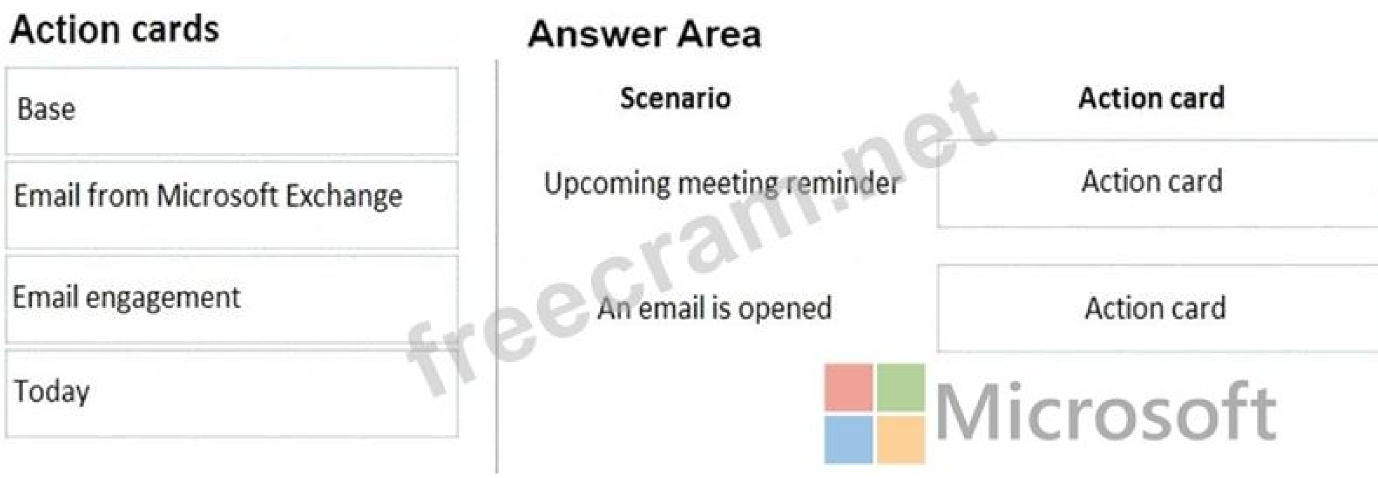
The company sells drinks by individual cans, by the dozen, or by the case of 48 cans as follows:
* There are three flavors: strawberry, vanilla, and chocolate.
* Each can costs S5.00
* A dozen cans cost S55.O0.
* Each case has four dozen cans and costs $200.00.
* A combination case includes a dozen cans of each flavor and costs $160.00.
* Purchases of four or more cases get an extra 10 percent off the price.
You need to set up the product catalog.
Which components should you use? To answer, drag the appropriate components to thecorrect entry descriptions. Each component 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.

Answer:

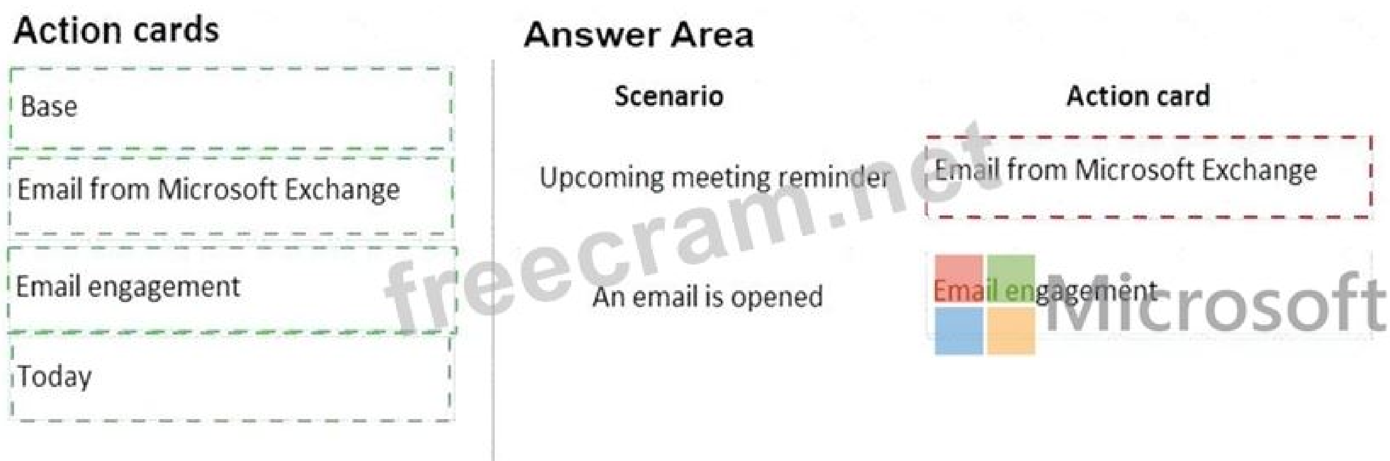
Explanation

NEW QUESTION: 34

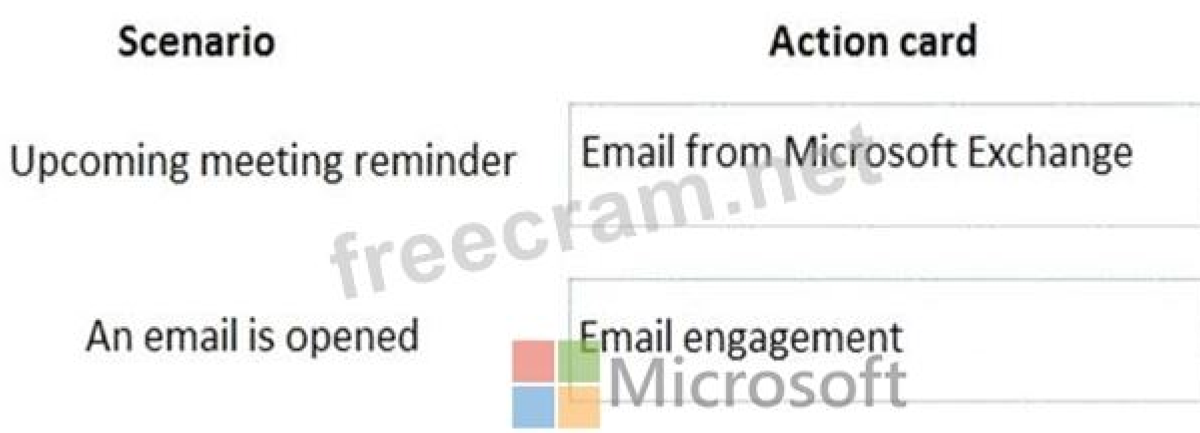
You are a Dynamics 365 administrator.
You need to configure action cards in Relationship Assistant.
Which action card should you enable for each scenario? To answer, drag the appropriate actioncards to the correct scenarios. Each action card may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.
NOTE:Each correct selection is worth one point.



Answer:



Explanation



References:
https://community.dynamics.com/crm/b/crmpowerobjects/archive/2018/12/31/enable-and-configurerelationship-

NEW QUESTION: 35

You need to determine the cause of the error for approved quotes.

Why doesthe error occur?

A. The quote template is in Active mode.

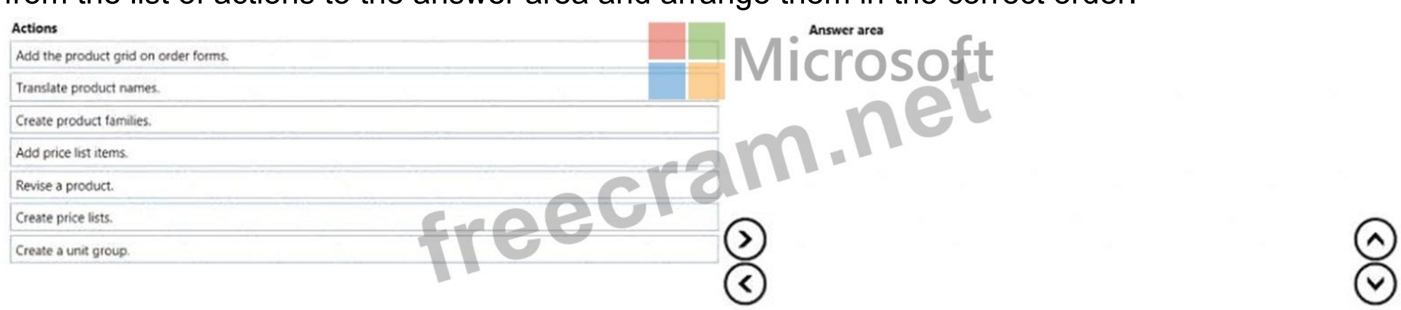
B. The quote has been deleted.

C. The quote is in Active state.

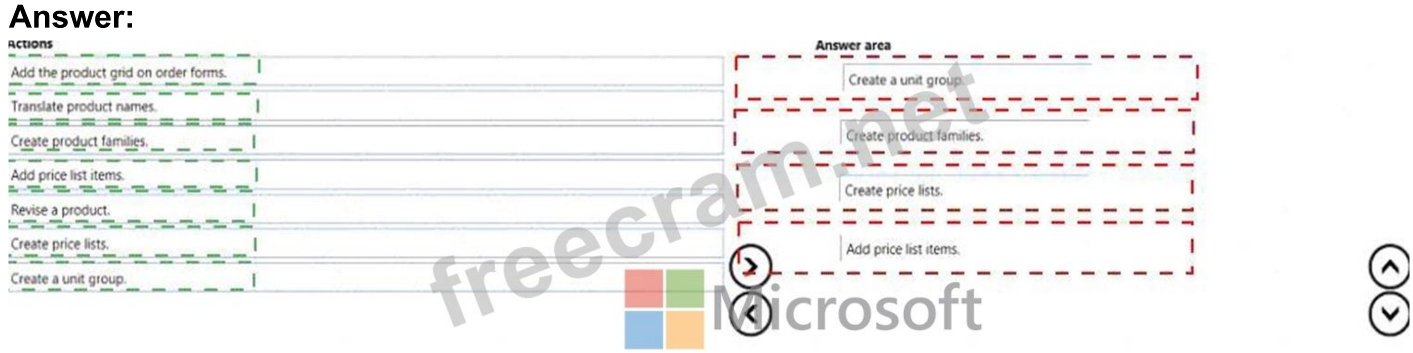
D. The opportunity is m Active state.
Answer: (SHOW ANSWER)

NEW QUESTION: 36
You work in a sales role for an organization that uses Dynamics 365. You are managing an opportunity for a potential customer.
You need to create a quote that automatically includes all the products from the opportunity.
What should you do?
A. Convert the opportunity to a quote
B. Create a new quote from the customer
C. Create a new quote from the opportunity
D. Create a new quote with the opportunity price list
Answer: (SHOW ANSWER)
Explanation
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quotesales-

NEW QUESTION: 37
You are a sales manager at an international company using Dynamics 365Sales.
You need to set up the product catalog.
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.



Answer:



Explanation

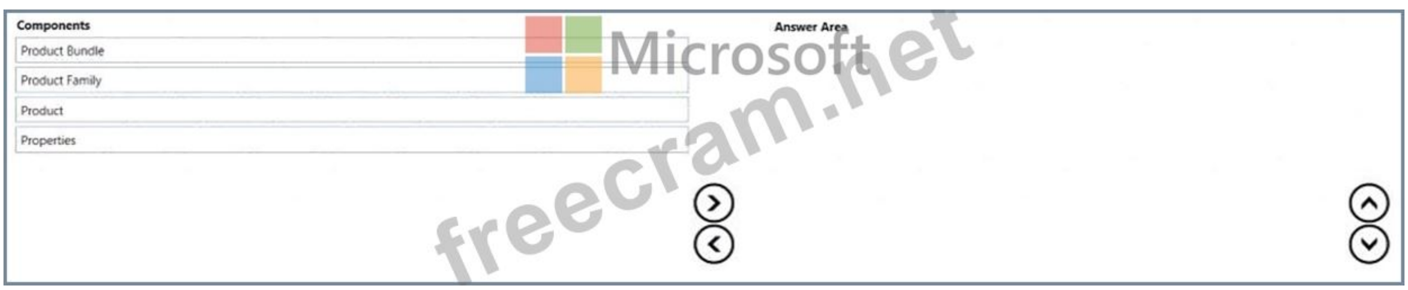
NEW QUESTION: 38

You use products with properties for your opportunities in Dynamics 365.

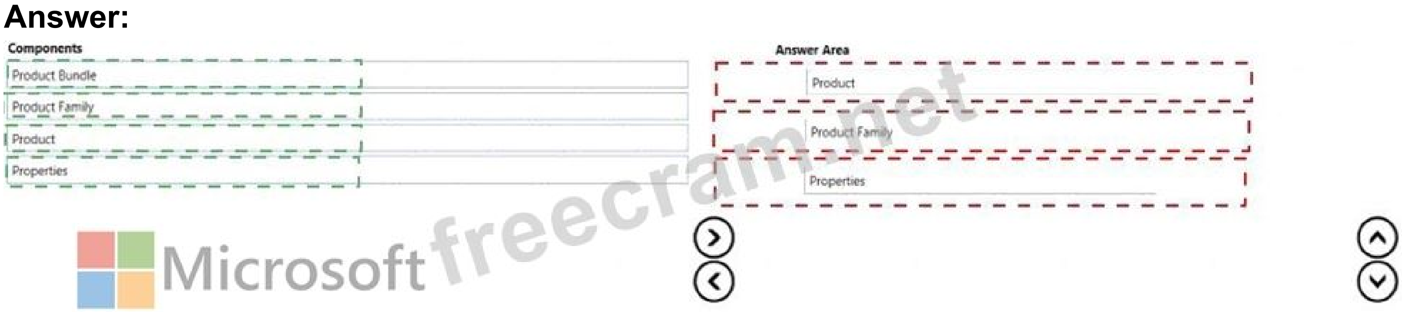
You are adding a new product to your product catalog.

You needto create the product with a new set of properties.

Which Three product catalog components should you configure in sequence? To answer, move the appropriate components from the list of components to the answer area and arrange them in the correct order.



Answer:



Explanation

NEW QUESTION: 39

You are a Dynamics 365 administrator for a company. The company's fiscal year is April 1 through March 31.

You need to create a system view for all users that displays data for the current fiscal year bydefault.

What should you do?

A. Set up fiscal year settings and create a view in the default solution

B. Set up fiscal year settings and create a view from the advanced find

C. Use date ranges to create a view in the default solution

D. Use date ranges tocreate a view from the advanced find

Answer: (SHOW ANSWER)

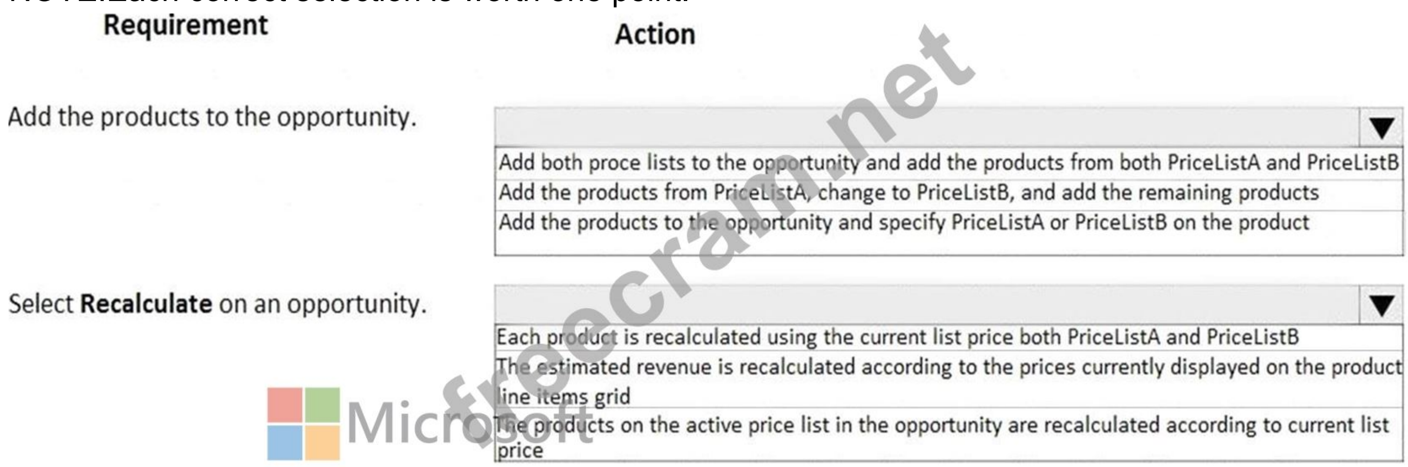
NEW QUESTION: 40

You use opportunities with products and price lists in Dynamics 365 for Sales.

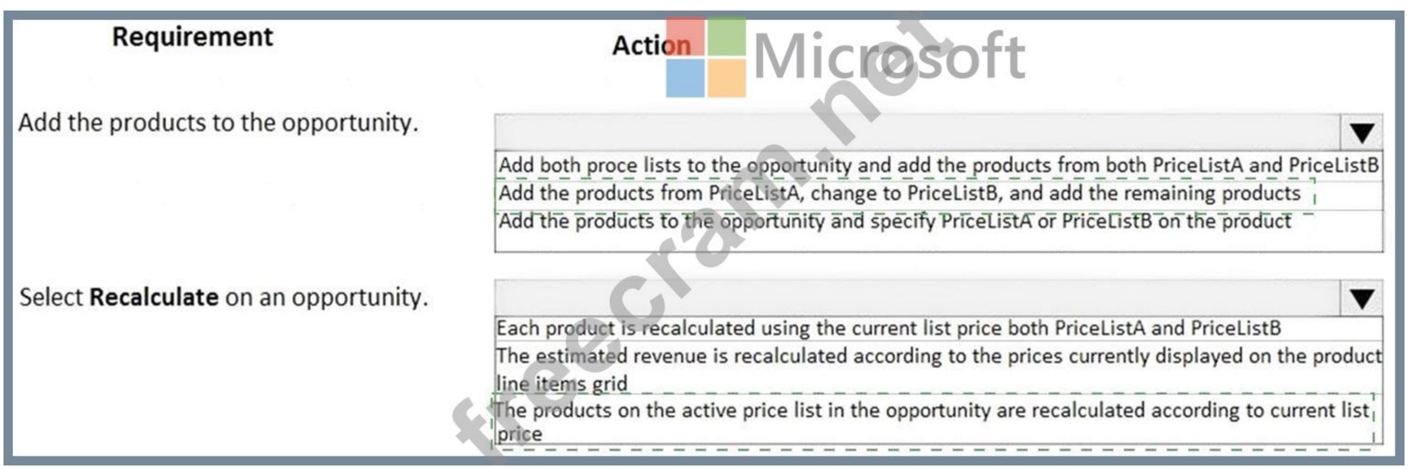
You need to add products than exist in PriceListA and PriceListB to an opportunity.

Which actions should you perform? To answer, select the appropriate options in theanswer area.

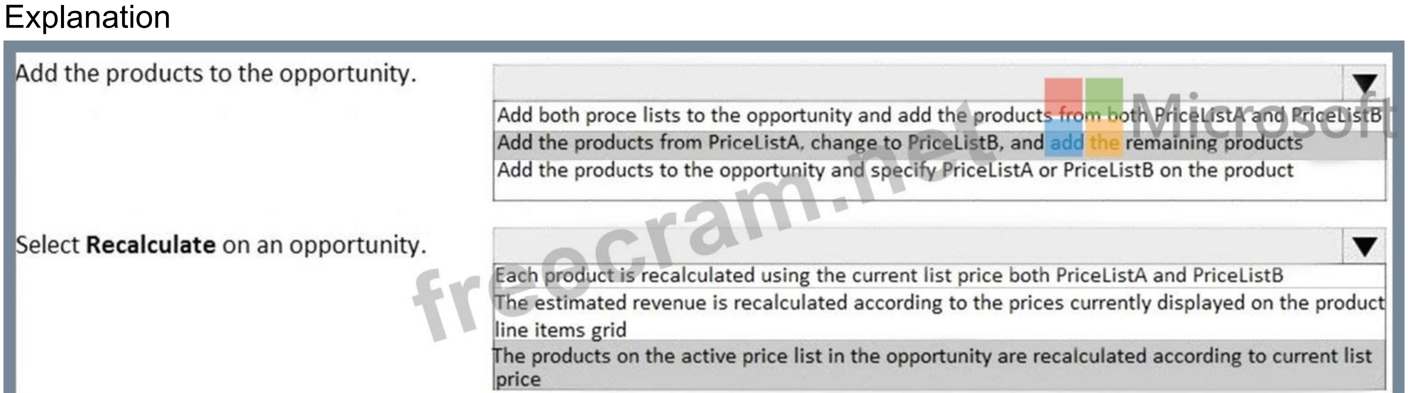
NOTE:Each correct selection is worth one point.



Answer:



Explanation

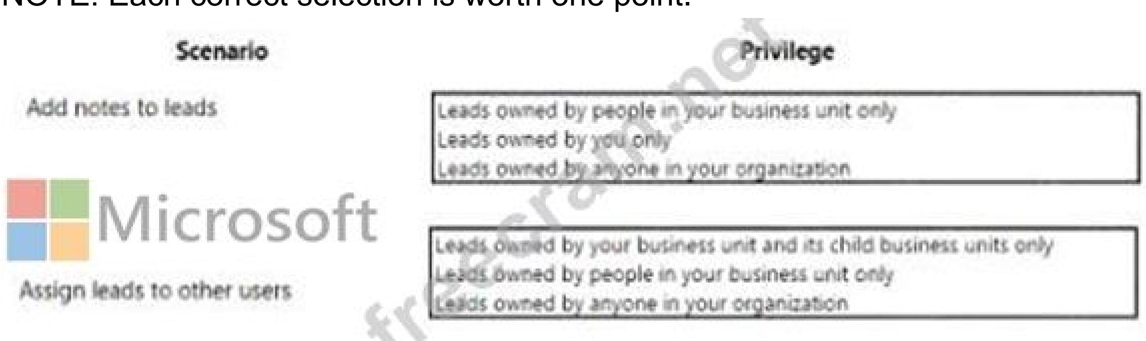


NEW QUESTION: 41

A company uses Dynamics 565 Sales Professional.

A new enterprise sales team must becreated. The sales manager will be responsible for adding members and removing members from the team.
You need to create the new sales team.
Which two values must you configure? Each correct answer presents part of the solution.
NOTE: Each correct selection is worth one point.
A. Team administrator
B. Business unit name
C. Team description
D. Team name
E. Team channel name
Answer: (SHOW ANSWER)

NEW QUESTION: 42
You are working a list of leads in Dynamics 365 Sales.
You have a custom security role that contains the following privileges:
* create and edit user-level privileges on thelead and note entities
* business unit-level append, append to, and assign privileges on the lead and note entities
* organization-level share privileges on the lead and note entities
You need to perform the following actions on leads:
* Add notes to leads
* 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.



Answer:

Explanation

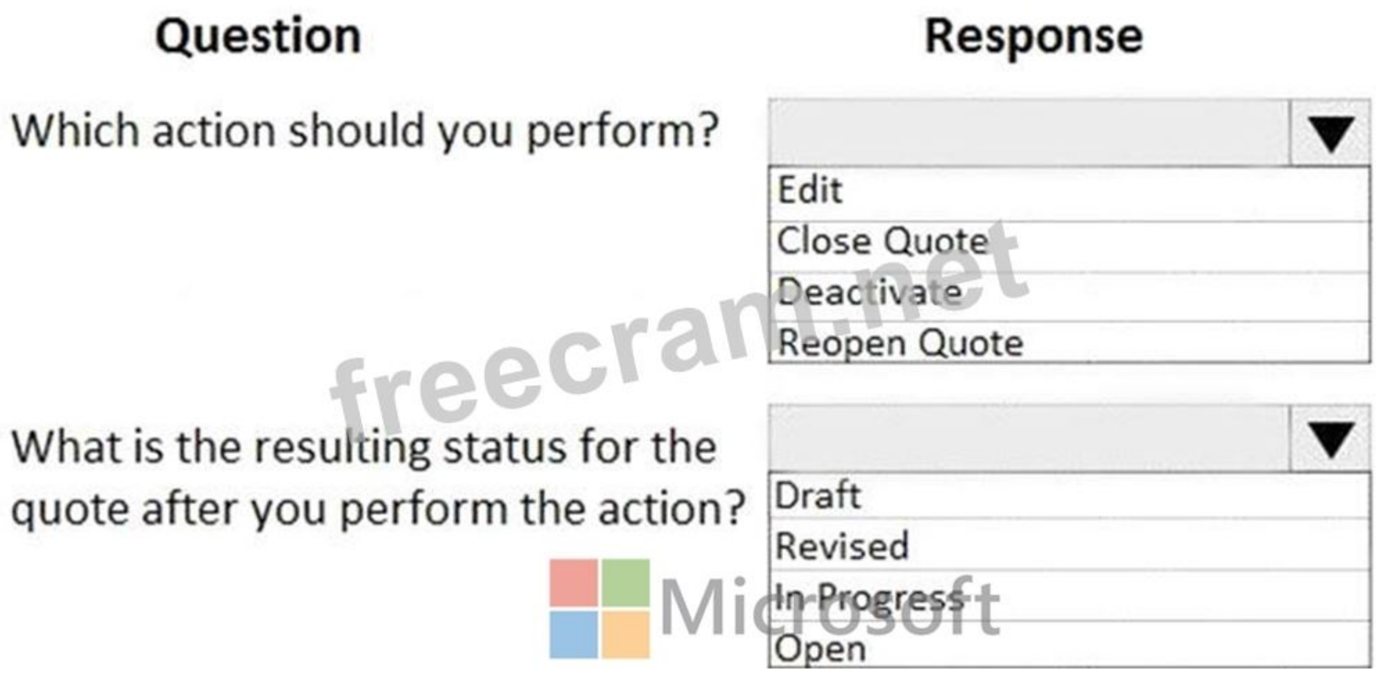
NEW QUESTION: 43

You send a quote to a client. The client calls and negotiates a better price.

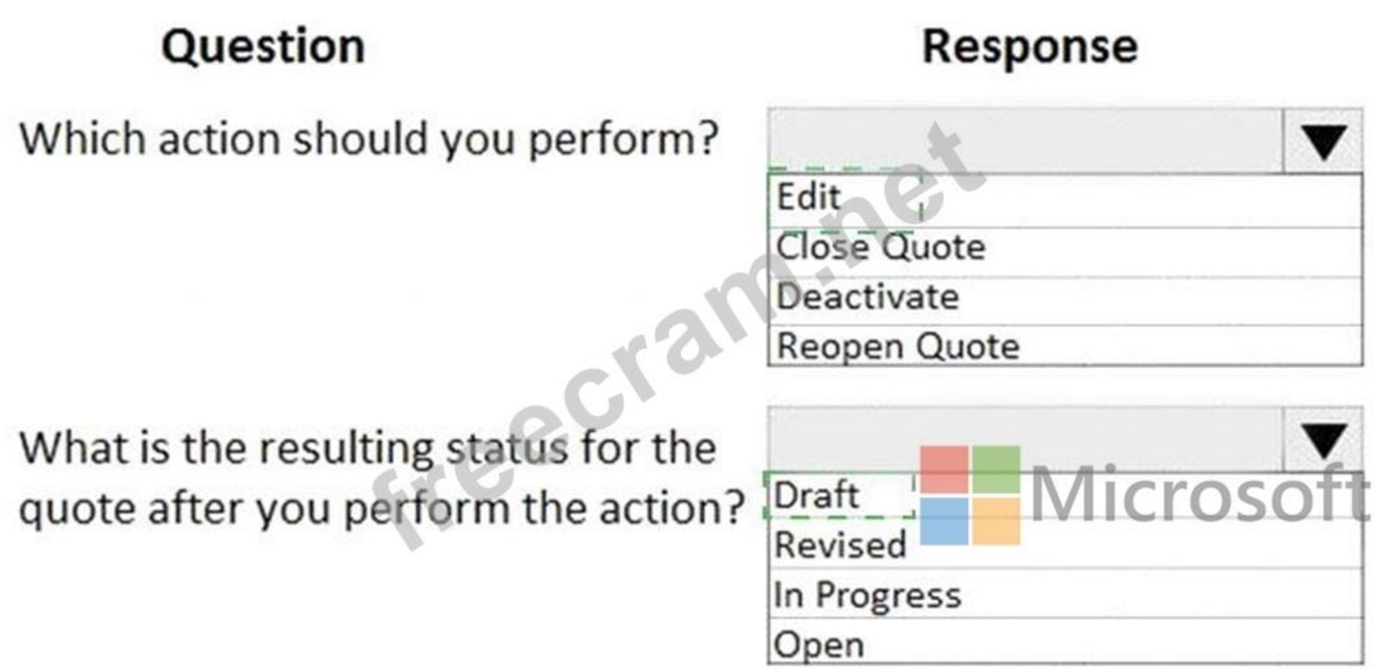
You need to send arevised quote to the client.

What is required to modify the quote? To answer, select

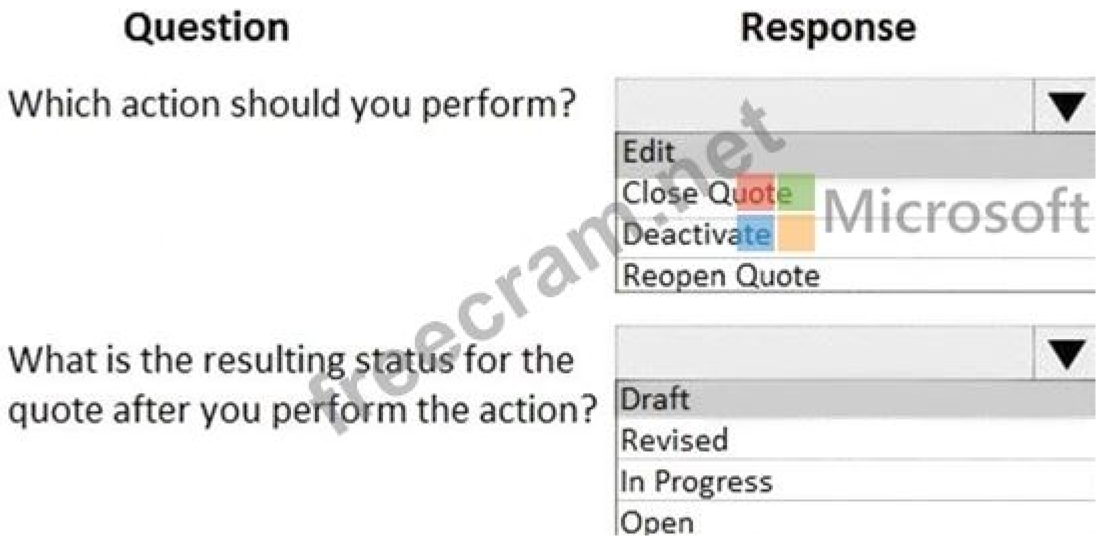
NOTE:Each correct selection is worth one point.



Answer:



Explanation



NEW QUESTION: 44

You manage a Dynamics 365 environment You introduce a new product. Opportunities with the product are created.

You need to find all opportunities that include the product.

What should you use?

A. Quick Find

B. Advanced find

C. Relevance Search

D. Categorized Search

Answer: (SHOW ANSWER)

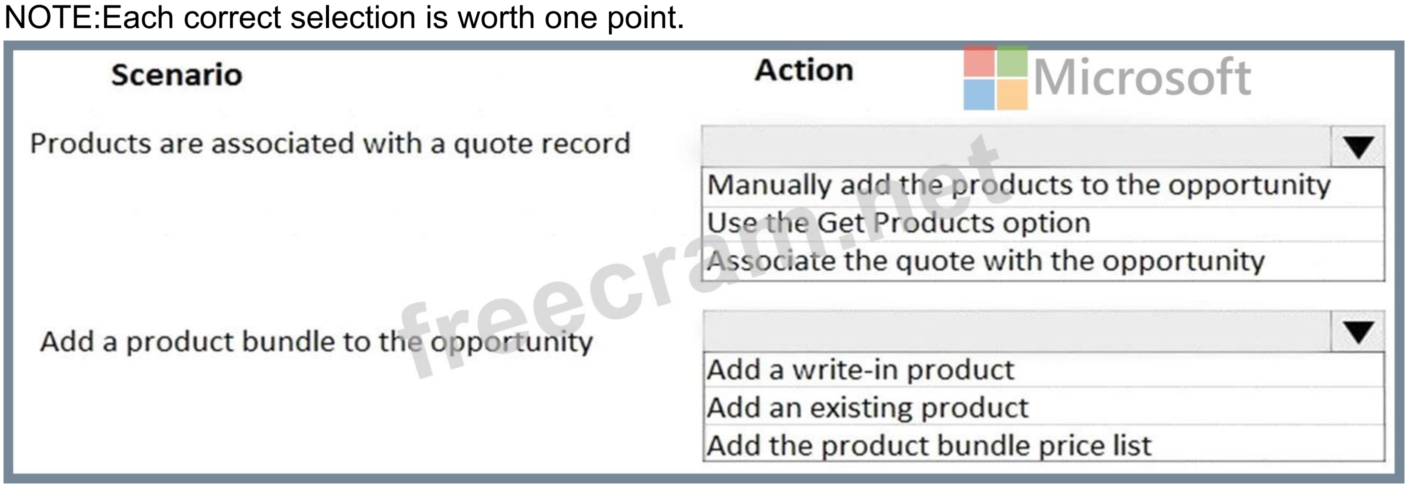
NEW QUESTION: 45

You use Dynamics 365 for Sales.

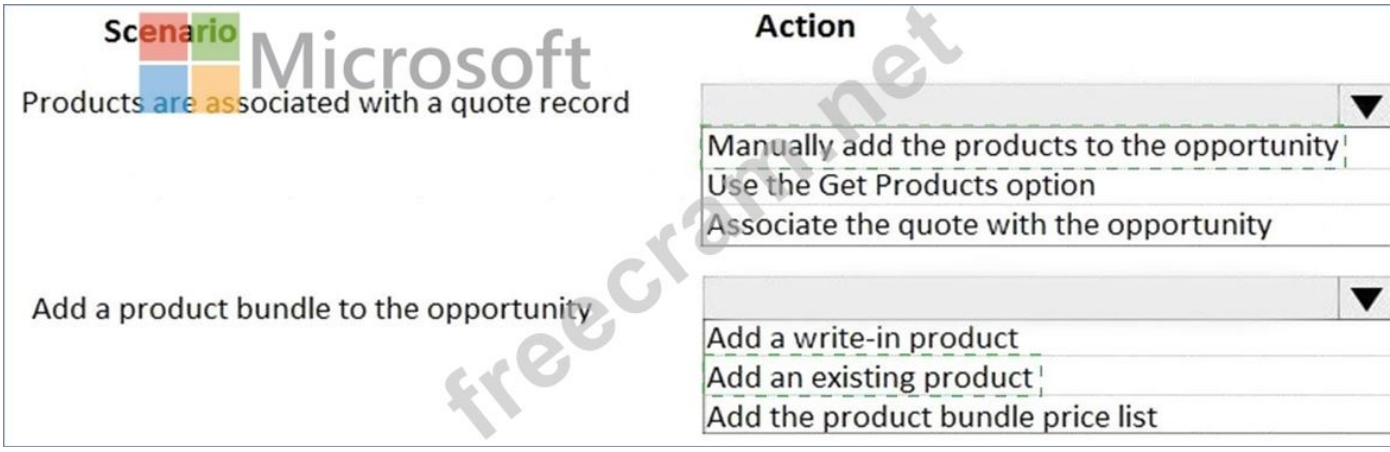
You need to add products to an opportunity.

Which actions should you perform? To answer, select the appropriate options in the answer area.

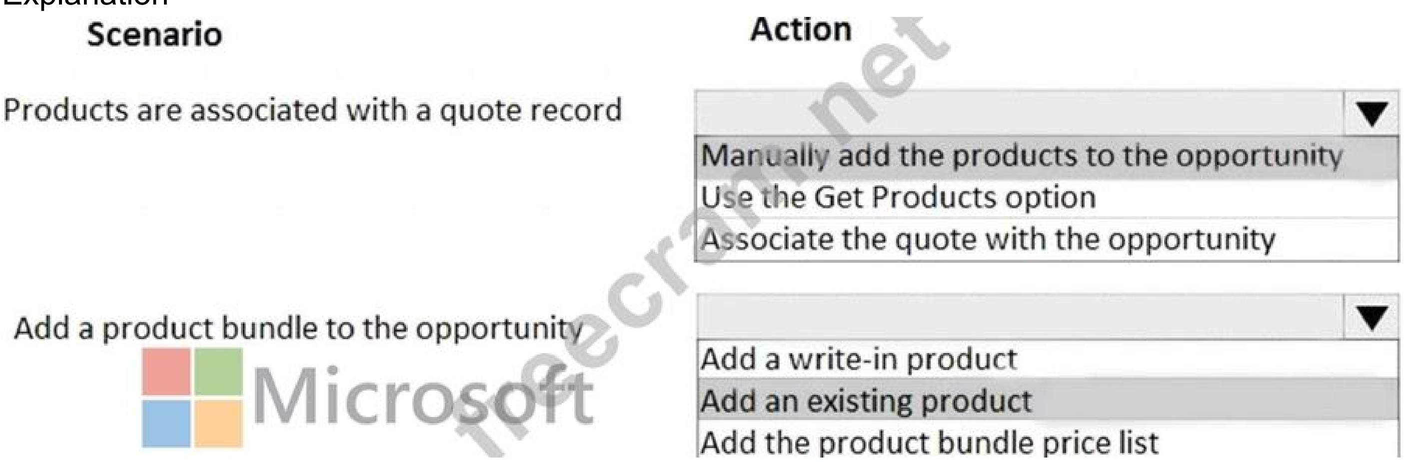
NOTE:Each correct selection is worth one point.



Answer:



Explanation



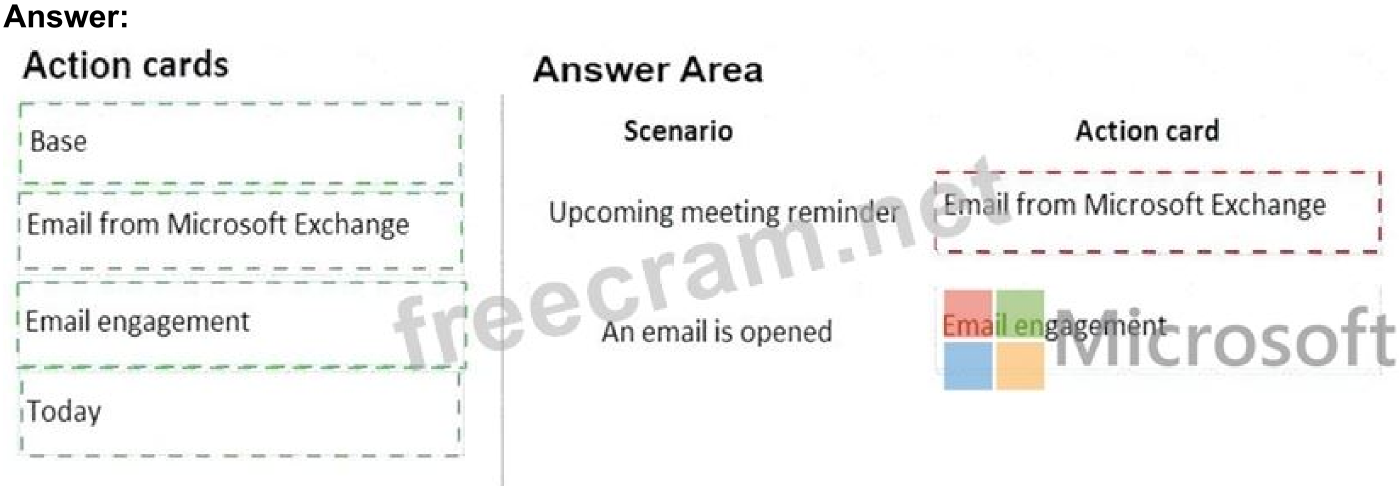
NEW QUESTION: 46

You need to configure group sales discounts for alumni.

Which discount type parameters should you use? Toanswer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer:



Explanation

NEW QUESTION: 47

You need to configure a phone call activity for the dean.

To which value should you set the value of the Call With field?

A. contact name

B. record owner

C. dean

D. stakeholder

Answer: (SHOW ANSWER)

NEW QUESTION: 48

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 aproduct 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

Answer: (SHOW ANSWER)

Reference:

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

NEW QUESTION: 49

A customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase.

The customer is now ready to complete the purchase.
You need to create a quote from the opportunity.
Solution: Close the opportunity as won.
Does the solution meet the goal?
A. Yes
B. No
Answer: (SHOW ANSWER)
Explanation
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quotesales- order-invoice

NEW QUESTION: 50
You are a Dynamics 365 for Sales administrator. You are setting up a product catalog.
You need to configure the base unit group.
Whichquantity or measurement should you configure?

A. the highest needed to sell the product or service
B. the least frequently used to sell the service
C. the most frequently used to sell the service
D. the lowest needed to sell the product or service
Answer: (SHOW ANSWER)
Explanation
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-professional/create-unit-groupadd-un

NEW QUESTION: 51
Note: This question is partof 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 Sales system administrator.
The sales team wants to use automated conversation starters.
You need to ensure that the controls are available to developers.
Solution: Create a subscription to Microsoft Relationship Sales and enable JavaScript and pop-up blockers.
Does the solution meet the goal?
A. Yes
B. No
Answer: (SHOW ANSWER)

NEW QUESTION: 52

You manage a Dynamics 365 environment. You plan to implement business process flows from AppSource.

You need to ensure that a user can install the business process flows.

Whatshould you do?

A. Assign the Dynamics 365 System Customizer role to the user

B. Assign the Common Data Service User role to the user

C. In the Power Apps Admin center, assign Environment Maker permissions to the user

D. In the Office 365 Admin center, assign Application proxy permissions to the user

Answer: (SHOW ANSWER)

Reference:

https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/add-ready-use-busin

NEW QUESTION: 53

You are a salesperson using Dynamics 365 for Sales.

You need to be able to modify the product price on an active invoice that uses current pricing.

What shouldyou do?

A. Set the Invoice Product toUse Default

B. Set an End Date for the Price List to ensure the Price List is not expired

C. Set the Invoice Product toOverride Price

D. Set an End Date for the Price List to ensure the Price List is expired

Answer: C (LEAVE A REPLY)

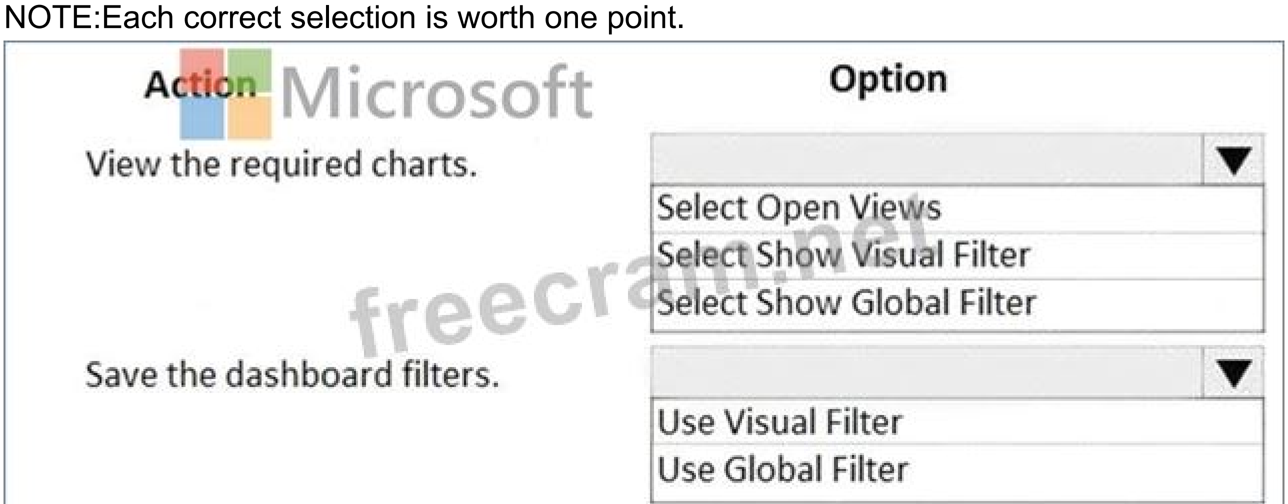
NEW QUESTION: 54

You are a Dynamics 365 for Sales administrator. You have an interactive experience leads dashboard.

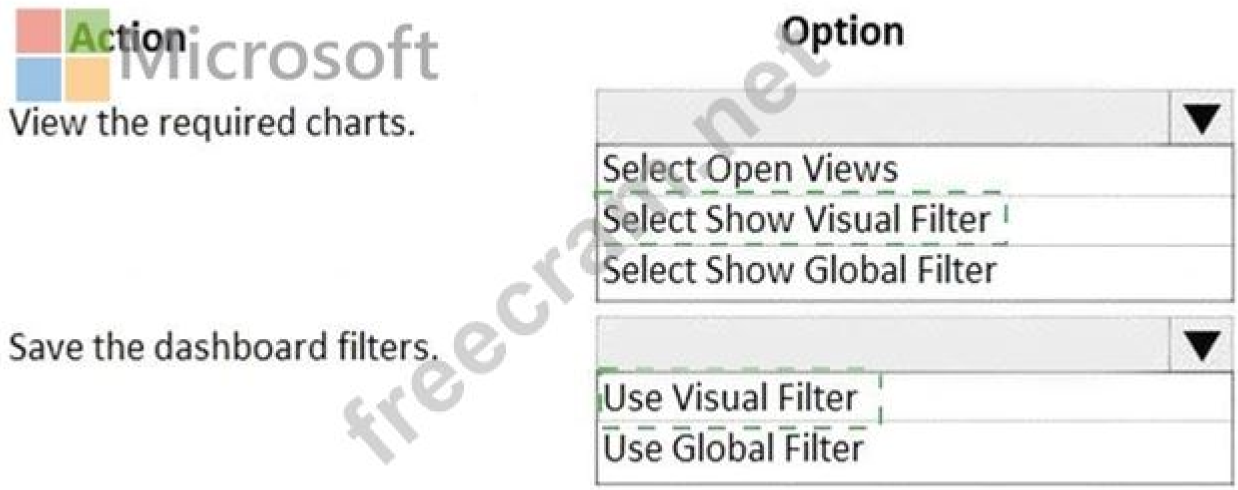
You need to create a filtered view of the dashboard.

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

NOTE:Each correct selection is worth one point.



Answer:



Explanation