

Microsoft.MB-210.v2022-02-12.q77

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Exam Name:	Microsoft Dynamics 365 Sales Functional Consultant
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# of Questions views:	20384
https://www.freecram.net/torrent/Microsoft.MB-210.v2022-02-12.q77.html	

NEW QUESTION: 1

You need to increase efficiency and consistency for ticket sales to meet company requirements. What should you create?

- A. a Microsoft Flow workflow
- B. a playbook
- C. a Lifecycle Services (LCS) package

Answer: B (LEAVE A REPLY)

Enforce repeatable steps to promote and increase efficiency and consistency for ticket sales across all sports and venues.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/enforce-best-practices-playbooks>

NEW 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 a 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)

References:

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

NEW QUESTION: 3

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution. Determine whether the solution meets 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 configure forecasts for a clothing manufacturer.

A salesperson updates an opportunity and wants to refresh the forecast.

You need to show the salesperson how to refresh the forecast.

Proposed solution: Recalculate the forecast.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/keep-forecast-data-up-to-date>

NEW QUESTION: 4

You use Dynamics 365 for Sales. Users search for leads by using email addresses, phone numbers, and comments made in notes.

Users report that the results they obtain when using Global Search are not useful.

You need to configure Dynamics 365 to enable the users to locate leads.

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

NOTE: Each correct selection is worth one point.

Requirement

Configure the columns to include in the search.

Include notes in the search.



Microsoft

Option

Lookup view	
Quick Find view	

Categorized Search	
Relevance Search	

Answer:

Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

NEW QUESTION: 5

You use Dynamics 365 for 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.

Scenario	Option
Add a product from an opportunity.	▼ Existing Product Write-In Product Get Products
Add a product from a price list.	▼ Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	▼ Existing Product Write-In Product Get Products

Answer:

Scenario	Option
Add a product from an opportunity.	Existing Product Write-In Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-In Product Get Products

NEW QUESTION: 6

You manage a Dynamics 365 Sales environment.

You need to create a dashboard that lists customers and their activities. The dashboard must include tiles that are permanently displayed.

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

NOTE: Each correct selection is worth one point.

Element	Value
Type	Interactive Experience Dashboard Dashboard
Stream	Single stream Multi stream
Creation location	Home page Entity

Answer:

Element	Value
Type	▼ Interactive Experience Dashboard Dashboard
Stream	▼ Single stream Multi stream
Creation location	▼ Home page Entity

Reference:

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/configure-interactive-experience-dashboards>

NEW QUESTION: 7

A company uses Dynamics 365 Sales. The default currency for the company is US dollars (USD). The company does business in the United States, Mexico, and the United Kingdom. The company sells 10 types of products.

Each product requires its own pricing structure.

You need to create price lists by using the local currency across countries and regions.

How many price lists should you create?

- A. 1
- B. 3
- C. 10
- D. 30

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-products>

NEW QUESTION: 8

A company based in Mexico is setting up Dynamics 365 Sales. All price lists are in US dollars (USD).

A sales representative sells products to customers in the United Kingdom and Spain.

You need to determine the currency for the quote.

Which currency will the quote use?

- A. Pound sterling
- B. Euro
- C. USD
- D. Peso

Answer: ([SHOW ANSWER](#))

Reference:

<https://blog.magnetismsolutions.com/blog/colinmaitland/2019/05/20/dynamics-365-currency-configuration-for-price-list-items>

NEW QUESTION: 9

You are a Dynamics 365 Sales system customizer.

Salespeople report that they cannot search for open and closed opportunities using the search tool in the 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.

Actions

Open the Quick Find View.

Open the Main View.

Expand the Opportunity entity.

Delete the filter criteria Status Equals Open.

Change the filter criteria to Status Does Not Equal Open.

Answer Area

>

<

↑

↓

Answer:

Answer Area

Expand the Opportunity entity.

Open the Quick Find View.

Change the filter criteria to Status Does Not Equal Open.

- 1 - Expand the Opportunity entity.
- 2 - Open the Quick Find View.
- 3 - Change the filter criteria to Status Does Not Equal Open.

NEW QUESTION: 10

A company uses Dynamics 365 for Sales. The company has not made changes to any of the default security roles.

You need to ensure that users can assign Salespeople to sales territories.

Which security role can you use?

- A. Marketing Professional
- B. Sales Person
- C. Delegate
- D. CEO - Business Manager

Answer: ([SHOW ANSWER](#))

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/set-up-sales-territories-organize-business-markets-geographical-area>

NEW QUESTION: 11

You need to resolve the issue UserA is experiencing.

Where should you add UserA?

- A. Business Unit
- B. Team
- C. Office 365 group
- D. Field Security Profile

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

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 by default.

What should you do?

- A. Use date ranges to create a view from the advanced find
- B. Use date ranges to create a view in the default solution
- C. Set up fiscal year settings and create a view from the advanced find
- D. Set up fiscal year settings and create a view in the default solution

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 13

You are an administrator for Dynamics 365 for Sales.

You need to ensure that a user can install and configure the Social Selling Assistant.

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

NOTE: Each correct selection is worth one point.

- A. Grant the user the sales manager role
- B. Assign the user a license for Microsoft Dynamics 365 (online) or Microsoft Social Engagement
- C. Assign the user a license for both Microsoft Dynamics 365 (online) and Microsoft Social Engagement
- D. Grant the user the system administrator or system customizer role

Answer: ([SHOW ANSWER](#))

References:

[https://docs.microsoft.com/en-us/previous-versions/dynamicscrm-2016/administering-dynamics-365/mt793319\(v=crm.8\)](https://docs.microsoft.com/en-us/previous-versions/dynamicscrm-2016/administering-dynamics-365/mt793319(v=crm.8))

NEW QUESTION: 14

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution. Determine whether the solution meets the stated goals.

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You configure forecasts for a clothing manufacturer.

A salesperson updates an opportunity and wants to refresh the forecast.

You need to show the salesperson how to refresh the forecast.

Proposed solution: Recalculate the opportunity.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/keep-forecast-data-up-to-date>

NEW QUESTION: 16

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

Answer: ([SHOW ANSWER](#))

Reference:

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

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NEW QUESTION: 17

You need to configure group sales discounts for alumni.

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

NOTE: Each correct selection is worth one point.

Quantity	Discount type parameter
10	Begin Quantity End Quantity Percentage
20	Begin Quantity End Quantity Percentage
42	Begin Quantity End Quantity Percentage

Answer:

Quantity	Discount	Type	parameter
10			Begin Quantity
			End Quantity
			Percentage
20			Begin Quantity
			End Quantity
			Percentage
42			Begin Quantity
			End Quantity
			Percentage

NEW QUESTION: 18

Sales representatives at an organization have access to the contact records in their business unit. You need to ensure that sales representatives can access contact records in all business units that are subordinate to their business unit. Sales representatives must not have access to other records in the organization.

Which access level should you assign to the Contact entity?

- A. User
- B. Organization
- C. Parent: Child Business Unit
- D. Business Unit

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/power-platform/admin/security-roles-privileges>

NEW QUESTION: 19

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](#))

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quotesales-order-invoice>

NEW QUESTION: 20

You are Implementing Dynamics 365 Sales for a company that has salespeople in the following cities in the state of Florida: Jacksonville, Miami, and Tampa. The manager in Florida oversees the salespeople in all three cities.

You must set up territories by states. Each state must be a parent territory and have a different manager.

Sales information must be shown by city and then by state.

You need to set up territories for Florida.

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

NOTE: Each correct selection is worth one point.

Requirement	Setting
Determine the number of territories.	Four territories and zero sub-territories Two territories and two sub-territories One territory and three sub-territories One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One territory and one sub-territory: Florida and Jacksonville One sub-territory: Jacksonville Two territories: Florida and Jacksonville One territory: Florida
Determine how many territories the Florida sales manager should manage.	One territory and zero sub-territories: Florida One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa Four territories: Florida, Jacksonville, Miami, and Tampa Zero territories and three sub-territories: Jackson, Miami, and Tampa

Answer:

Requirement	Setting
Determine the number of territories.	Four territories and zero sub-territories Two territories and two sub-territories One territory and three sub-territories One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One territory and one sub-territory: Florida and Jacksonville One sub-territory: Jacksonville Two territories: Florida and Jacksonville One territory: Florida
Determine how many territories the Florida sales manager should manage.	One territory and zero sub-territories: Florida One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa Four territories: Florida, Jacksonville, Miami, and Tampa Zero territories and three sub-territories: Jackson, Miami, and Tampa

NEW QUESTION: 21

You are a salesperson using Dynamics 365 Sales.

You need to add a product line item in an opportunity.

What should you do first in the opportunity?

- A. Configure units.
- B. Add a price list.
- C. Add a product name.
- D. Specify revenue.

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-professional/add-products-opportunity-sp>

NEW QUESTION: 22

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.

The screenshot shows a Microsoft Dynamics 365 interface. On the left, under the heading "Modifications", there is a list of four items: "Modify the Close Opportunity form.", "Modify the Opportunity entity and Opportunity Close entity fields.", "Modify the Leads entity form.", and "Modify the Opportunity entity field.". On the right, under the heading "Answer Area", there are two columns: "Addition" and "Modification". The "Addition" column contains two items: "Add sales manager" and "Add lost reasons". The "Modification" column contains two empty boxes labeled "Modification". The Microsoft logo is visible in the bottom right corner.

Answer:

The screenshot shows the same Microsoft Dynamics 365 interface as above, but with the correct modifications selected and dragged into the Modification column. The "Modifications" list on the left has four items, all of which are highlighted with green borders. The "Addition" column on the right contains two items: "Add sales manager" and "Add lost reasons". The "Modification" column on the right contains two items: "Modify the Opportunity entity field." and "Modify the Close Opportunity form.", both of which are highlighted with red borders. The Microsoft logo is visible in the bottom right corner.

NEW QUESTION: 23

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution. Determine whether the solution meets 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 configure forecasts for a clothing manufacturer.

A salesperson updates an opportunity and wants to refresh the forecast.

You need to show the salesperson how to refresh the forecast.

Proposed solution: Update the roll-up recurrence frequency.

Does the solution meet the goal?

A. Yes

B. No

Answer: (SHOW ANSWER)

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/keep-forecast-data-up-to-date>

NEW QUESTION: 24

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: On the last stage of the business process flow, select Finish.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

You need to configure pricing for the Contoso, Ltd. invoice.

What should you do?

A. Configure an end date for the price list

B. Set the Invoice Product to Override Price

C. Set the Invoice Product to Use Default

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

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 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 are configuring Dynamics 365 Sales for a US-based company as follows:

- * Utah to California is the West territory,

- * Illinois to Colorado is the Central territory.

- * Maine to Indiana is the East territory.

The company wants the territories set up as follows:

- * Salespersons 1 and 2 sell in the West territory.

- * Salespersons 5 and 6 sell in the Central territory.

- * Salespersons 3 and 4 sell in the East territory.

- * Postal code for each state used as the location.

You need to set up the territories-Solution:

- * Create the West territory, add the manager, and save.

- * Add members for each territory.

- * Repeat for the Central and East territories.

Does the solution meet the goal?

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

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 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, enable JavaScript, and disable pop-up blockers.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

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 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: Remove any subscriptions associated with Microsoft Relationship Sales and disable JavaScript.

Does the solution meet the goal?

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

You manage a Dynamics 365 environment. A user named User1 begins work on an opportunity.

User1 asks a user named User2 to assist with the opportunity while she is on vacation.

You need to ensure that User2 can access the opportunity and that User1 retains ownership of the opportunity.

What should you do?

A. Share the record with User2

B. Grant User2 the stakeholder role

C. Grant User2 the security role

D. Instruct User2 to follow the record

Answer: ([SHOW ANSWER](#))

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/security-dev/use-recordbased-security-control-access-records#sharing-records>

NEW QUESTION: 30

You have a dashboard that shows the number of completed calls and cancelled calls in a chart. Sales Representatives mark completed calls by using one of the following values: Wrong Number, Left Message, or Connected.

You need to update the dashboard to display wrong phone numbers.

How should you make the modification? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement	Value or action
Modification to make	▼ Use a filter Alter the existing chart Create a new chart
Value to use	▼ Status Status Reason Completed



Answer:

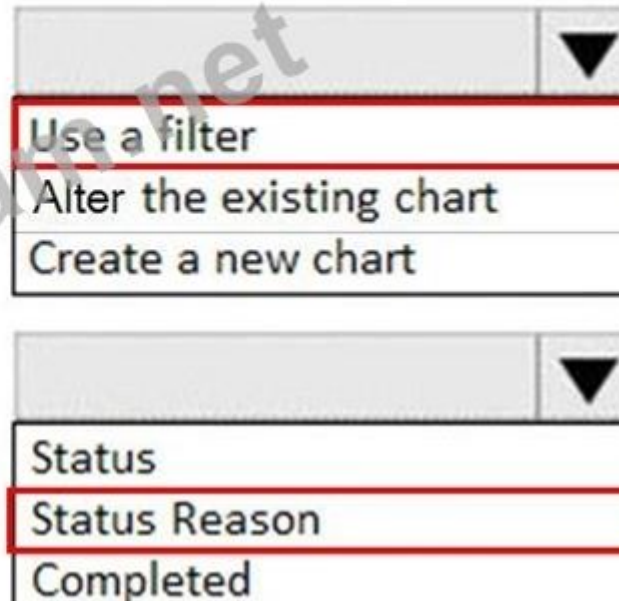
Requirement

Value or action

Modification to make



Value to use



Use a filter

Alter the existing chart

Create a new chart

Status

Status Reason

Completed

NEW QUESTION: 31

You manage Dynamics 365 Sales.

A sales representative must identify and track internal support resources. The resources may assume different roles for each opportunity.

You need to display the support resources with the appropriate role in the opportunity.

What should you do?

- A. On the Opportunity form, select the sales team subgrid, open the properties, and add the new custom roles.
- B. Add a new relationship role.
- C. On the System Settings sales tab, add the new custom roles in the Sales Team Roles list.
- D. Add a new connection role.
- E. Add a new access team.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

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 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 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: Disable JavaScript and disable pop-up blockers.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

You manage Dynamics 365 Sales. You have a sales territory named SalesTerritoryA which has an associated manager.

You need to create a new sales territory named SalesTerritoryB and assign the SalesTerritoryA manager to SalesTerritoryB.

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.

NOTE: More than one order of answer choices is correct. You will receive credit for any of the correct orders you select.

Actions
Create a new sales territory.
Associate the manager from SalesTerritoryA.
Replace the manager from SalesTerritoryA with another manager.
Change the name of SalesTerritoryA to SalesTerritoryB.
Add members.

Answer Area

Answer:

Actions	Answer Area
Create a new sales territory.	Replace the manager from SalesTerritoryA with another manager.
Associate the manager from SalesTerritoryA.	Create a new sales territory.
Replace the manager from SalesTerritoryA with another manager.	Add members.
Change the name of SalesTerritoryA to SalesTerritoryB.	Associate the manager from SalesTerritoryA.
Add members.	

NEW QUESTION: 34

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.

What should 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-business-processes>

NEW QUESTION: 35

You need to set up the required sales tracking for multinational customers.

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

NOTE: Each correct selection is worth one point.

- A. Create a primary account for the customer and contacts for each country of operation.
- B. Create each country sales territory as a sub-territory of the global territory.
- C. Associate the customer accounts for each country with the primary account.
- D. Create a primary account for the customer and assign it to the global territory.
- E. Associate the accounts in each country with the country sales territory in which it is located.

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geographical-area>

NEW QUESTION: 36

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.

Actions	Answer Area
Open Settings	
Open Data Management	
Open Business Management	
Open Service Management	
Configure Automatic Record Creation and Update Rules	

Answer:

Answer Area
Open Settings
Open Service Management
Configure Automatic Record Creation and Update Rules

- 1 - Open Settings
- 2 - Open Service Management
- 3 - Configure Automatic Record Creation and Update Rules

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customer-service/set-up-rules-toautomatically-create-or-update-records>

NEW QUESTION: 37

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.

Parameter

Option

Entity

	▼
Lead	
Quote	
Opportunity	
Invoice	

Date field

	▼
Actual Close Date	
Created on Date	
Final Decision Date	

Revenue field

	▼
Total Amount	
Budget Amount	
Actual Revenue	

Answer:

Parameter	Option										
Entity	<table><tr><td></td><td>▼</td></tr><tr><td colspan="2">Lead</td></tr><tr><td colspan="2">Quote</td></tr><tr><td colspan="2">Opportunity</td></tr><tr><td colspan="2">Invoice</td></tr></table>		▼	Lead		Quote		Opportunity		Invoice	
	▼										
Lead											
Quote											
Opportunity											
Invoice											
Date field	<table><tr><td></td><td>▼</td></tr><tr><td colspan="2">Actual Close Date</td></tr><tr><td colspan="2">Created on Date</td></tr><tr><td colspan="2">Final Decision Date</td></tr></table>		▼	Actual Close Date		Created on Date		Final Decision Date			
	▼										
Actual Close Date											
Created on Date											
Final Decision Date											
Revenue field	<table><tr><td></td><td>▼</td></tr><tr><td colspan="2">Total Amount</td></tr><tr><td colspan="2">Budget Amount</td></tr><tr><td colspan="2">Actual Revenue</td></tr></table>		▼	Total Amount		Budget Amount		Actual Revenue			
	▼										
Total Amount											
Budget Amount											
Actual Revenue											

NEW QUESTION: 38

A company uses Dynamics 365 for Sales to analyze their competitive wins and losses data.

Sales staff close lost opportunities and enter the Actual Revenue, Closed Date, Competitor, and the reason for the loss.

You need to create a dashboard that provides information related to the last 30 days of opportunities closed as lost.

Which entity should you use?

- A. Opportunity
- B. Opportunity Line
- C. Opportunity Close
- D. Competitor

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 39

You need to ensure that a user named User1 can assign salespeople to sales territories. The solution must use the principle of least privilege.

To which security role should you assign User1?

- A. Common Data Service
- B. Sales Manager
- C. System Customizer
- D. Knowledge Manager

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

A company uses Dynamics 365 Sales.

You need to change the description field on the quote.

Which state allows you to make the change?

- A. Won
- B. Draft
- C. Closed
- D. Active

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

You need to determine the cause of the issue with desktop users and business cards.

What is the cause of the issue?

- A. A business rule needs to be set up to show the field.
- B. The AI Builder Business Card control needs to be configured for the field on the form.
- C. The field needs to be added to the form.
- D. The users do not have the appropriate permissions.
- E. Show image on the form is not selected in Form Properties.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

You need to implement the time study.

What should you create?

- A. business rule

- B. insight cards with Sales Insights
- C. custom activity type
- D. new data step in the business process flow

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/basics/work-with-activities?view=op-9-1>

NEW QUESTION: 43

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: Create a Power Automate flow to track the activities.

Does the solution meet the goal?

- A. Yes
- B. No

Answer: ([SHOW ANSWER](#))

Activity tracking is enabled in the Playbook template.

Reference:

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

NEW QUESTION: 44

You manage a Dynamics 365 environment. Salespeople use a template from the Sales Hub to create quotes.

A member of the sales team requests that you change the order in which columns display in customer quotes.

You need to modify the quote template.

What should you use?

- A. template editor
- B. mail merge template
- C. Microsoft Word template
- D. Report Wizard

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 45

A company uses Dynamics 365 Sales to create and manage opportunities, quotes and orders.

You need to ensure that the Actual Revenue field in an opportunity is automatically updated with the total amount from the quote.

What should you do?

- A.** Convert the quote to an order. Set the value of the Calculate actual revenue from quotes option to Yes.
- B.** Close the opportunity as won.
- C.** Convert the quote to an order. Set the value of the Close Opportunity option to Yes.
- D.** Convert the quote to an order. Set the value of the Close Opportunity option to No.

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

NEW QUESTION: 46

You need to add the unfavorable credit and reference check reasons to the RFQ close process.

What should you do?

- A.** Create custom activities for the credit and reference checks.
- B.** Add a stage to the business process flow.
- C.** Convert the credit and reference activities to an opportunity.
- D.** Delete the RFQ Lead record.
- E.** Create custom status reasons.

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/customize-opportunity-close-experience>

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NEW QUESTION: 47

You need to handle large quantity opportunities.

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.

Actions	Answer Area
Navigate to Sales Hub and select Opportunities .	⏪ ⏩ ⏴ ⏵
Edit a product record.	
Navigate to the Additional detail tab.	
Navigate to Sales Hub and select Products .	
Navigate to the Quotes tab.	
Edit an opportunity record.	
Select Get Products .	

Answer:

Answer Area

Navigate to Sales Hub and select Opportunities.

Edit an opportunity record.

Navigate to the Quotes tab.

Select Get Products.

- 1 - Navigate to Sales Hub and select Opportunities.
- 2 - Edit an opportunity record.
- 3 - Navigate to the Quotes tab.
- 4 - Select Get Products.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-quote-sales>

NEW QUESTION: 48

You need to implement dashboards.

Which URL should you use?

- A. <https://bellowscollege.dynamics.com>
- B. <http://bellowscollege.crm.dynamics.com>
- C. <https://bellowscollege.crm.dynamics.com>
- D. <https://crm.bellowscollege.dynamics.com>

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

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 the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Task	Stage
Create a lead.	Qualify Develop Propose Close
Identify stakeholders.	Qualify Develop Propose Close
Present the proposal.	Qualify Develop Propose Close
Process orders.	Qualify Develop Propose Close

Answer:

Task	Stage
Create a lead.	Qualify Develop Propose Close
Identify stakeholders.	Qualify Develop Propose Close
Present the proposal.	Qualify Develop Propose Close
Process orders.	Qualify Develop Propose Close

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/nurture-sales-from-lead-order-sales>

NEW QUESTION: 50

A company releases a new catalog.

The company requires salespeople to do the following:

- * Contact customers about the new catalog.
- * Set up appointments with the customers to deliver the catalog.

You need to set up playbooks to track the activities.

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

NOTE: Each correct selection is worth one point.

Requirement	Configuration
Set up playbooks for tracking activities.	Settings Activities Templates Categories
Set up record types for playbooks.	Accounts and Contacts Phone calls and Appointments Accounts, Contacts, and Activities Accounts, Contacts, and Sales literature

Answer:

Requirement	Configuration
Set up playbooks for tracking activities.	Settings Activities Templates Categories
Set up record types for playbooks.	Accounts and Contacts Phone calls and Appointments Accounts, Contacts, and Activities Accounts, Contacts, and Sales literature

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/enforce-best-practices-playbooks>

NEW QUESTION: 51

You need to choose where to enter the other show names in the system.

Where should you add the shows?

- A. Product
- B. Accounts
- C. Competitor
- D. Contacts

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

You need to configure the RFQ Won/Loss chart.

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

NOTE: Each correct selection is worth one point.

Chart requirement

Configuration

Type of chart

	▼
Column	
Pie	
Funnel	

Horizontal Category Axis label

	▼
Actual Close Date	
Status	
Created on	
Est. Close Date	

Won data series value

	▼
Actual Revenue	
Est. Revenue	
Predictive Score	
Goal target	

Lost data series value

	▼
Actual Revenue	
Est. Revenue	
Predictive Score	
Goal target	



Answer:

Chart requirement	Configuration
Type of chart	▼ Column Pie Funnel
Horizontal Category Axis label	▼ Actual Close Date Status Created on Est. Close Date
Won data series value	▼ Actual Revenue Est. Revenue Predictive Score Goal target
 Lost data series value	▼ Actual Revenue Est. Revenue Predictive Score Goal target

NEW QUESTION: 53

You create an invoice with products and services for a customer.

You need to add pricing for a product that is not available in the product catalog.

What should you do?

- A. Add the product to the order and use Get Products
- B. Add a write-in product
- C. Add an existing product and change the name and price
- D. Add the product to the quote and use Get Products

Answer: ([SHOW ANSWER](#))

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/add-product-quoteorder-invoice>

NEW QUESTION: 54

You need to configure accounting options.

Which options should you use? To answer, drag the appropriate options to the correct tasks.

Each option 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.

Options	Answer Area										
Fiscal Year settings	<table border="1"><thead><tr><th>Task</th><th>Option</th></tr></thead><tbody><tr><td>Configure the accounting period.</td><td>option</td></tr><tr><td>Automatically configure accounting period names according to date.</td><td>option</td></tr><tr><td>Configure fiscal year abbreviations.</td><td>option</td></tr><tr><td>Configure how accounting years are divided.</td><td>option</td></tr></tbody></table>	Task	Option	Configure the accounting period.	option	Automatically configure accounting period names according to date.	option	Configure fiscal year abbreviations.	option	Configure how accounting years are divided.	option
Task	Option										
Configure the accounting period.	option										
Automatically configure accounting period names according to date.	option										
Configure fiscal year abbreviations.	option										
Configure how accounting years are divided.	option										

Answer:

Options	Answer Area										
Fiscal Year settings	<table border="1"><thead><tr><th>Task</th><th>Option</th></tr></thead><tbody><tr><td>Configure the accounting period.</td><td>Fiscal Year settings</td></tr><tr><td>Automatically configure accounting period names according to date.</td><td>Name Based On</td></tr><tr><td>Configure fiscal year abbreviations.</td><td>Display As</td></tr><tr><td>Configure how accounting years are divided.</td><td>Fiscal Period template</td></tr></tbody></table>	Task	Option	Configure the accounting period.	Fiscal Year settings	Automatically configure accounting period names according to date.	Name Based On	Configure fiscal year abbreviations.	Display As	Configure how accounting years are divided.	Fiscal Period template
Task	Option										
Configure the accounting period.	Fiscal Year settings										
Automatically configure accounting period names according to date.	Name Based On										
Configure fiscal year abbreviations.	Display As										
Configure how accounting years are divided.	Fiscal Period template										

Reference:

<https://docs.microsoft.com/en-us/power-platform/admin/work-fiscal-year-settings>

NEW QUESTION: 55

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.

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

Answer:

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

NEW QUESTION: 56

You are setting up a product catalog in Dynamics 365 Sales.

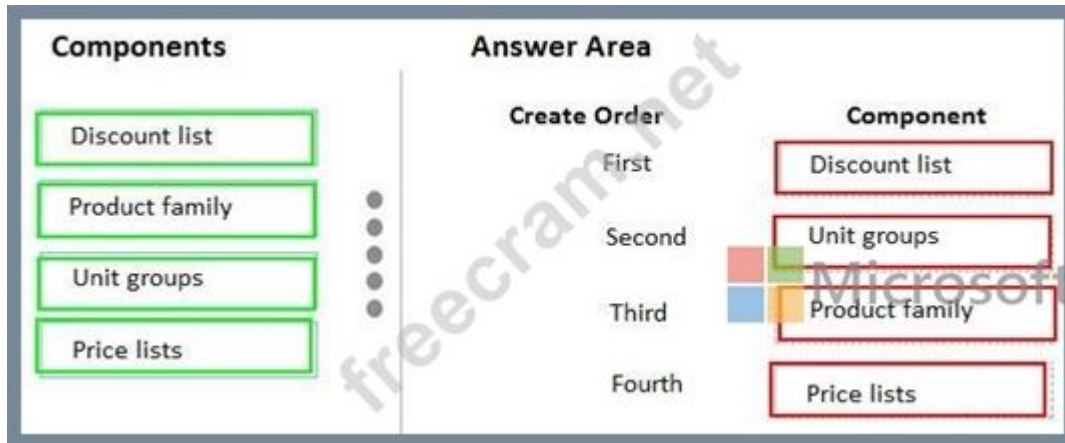
You need to set up the catalog using the least amount of effort.

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.

Components	Answer Area
Discount list	Create Order First Second Third Fourth
Product family	Component
Unit groups	Component
Price lists	Component

Answer:



Reference:

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

NEW QUESTION: 57

You are a salesperson working with Dynamics 365. Your role includes working with opportunities. You need to close opportunities.

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

NOTE: Each correct selection is worth one point.

Question

What must you do when you close a successful sale?

Action

▼

Close a qualified

Close as won

What must you do to close the opportunity?

▼

Fill out the competitor

Fill out the actual revenue

Fill out the description

Answer:

Question	Action
What must you do when you close a successful sale?	▼ Close a qualified Close as won
What must you do to close the opportunity?	▼ Fill out the competitor Fill out the actual revenue Fill out the description

NEW QUESTION: 58

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 default currency.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

A customer places an order that includes all of the products from a previous order.

You need to add 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:

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

NEW QUESTION: 60

A company is implementing Dynamics 365 Sales.

You need to determine which tool or service to recommend for the company's requirements.

Which tool or service should you recommend to meet each requirement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement	Tool or service
Provide basic self-service customer support for frequently asked questions.	AI Builder Power Virtual Agents Sales Insights Assistant Relationship Sales
Provide actionable list of follow-up tasks for a customer based on prior buying history.	AI Builder Power Virtual Agents Sales Insights
Provide routing of new product inquiries to product sales experts or product team members.	AI Builder Power Virtual Agents Sales Insights

Answer:

Requirement	Tool or service
Provide basic self-service customer support for frequently asked questions.	AI Builder Power Virtual Agents Sales Insights Assistant Relationship Sales
Provide actionable list of follow-up tasks for a customer based on prior buying history.	AI Builder Power Virtual Agents Sales Insights
Provide routing of new product inquiries to product sales experts or product team members.	AI Builder Power Virtual Agents Sales Insights

Reference:

<https://docs.microsoft.com/en-us/power-virtual-agents/fundamentals-what-is-power-virtual-agents>

<https://docs.microsoft.com/en-us/dynamics365/ai/sales/overview>

<https://docs.microsoft.com/en-us/power-virtual-agents/advanced-hand-off>

NEW QUESTION: 61

You manage a Dynamics 365 Sales environment.

You need to ensure that all possible activities are automatically converted to leads by using the record creation rule.

Which three activities can you convert to leads? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point

- A. Task
- B. Service activity
- C. Email
- D. Phone call
- E. Custom activity

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 62

You are updating a price list item in Dynamics 365 Sales.

You need to manually enter the price of a product for a price list item.

Which pricing method should you use?

- A. Percent Markup - Current Cost
- B. Currency Amount _____
- C. Percent of List

Answer: ([SHOW ANSWER](#))

Percent Margin - Standard Cost

NEW QUESTION: 63

You are a sales manager at an international company using Dynamics 365 Sales.

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.

Actions	Answer area
Add the product grid on order forms.	
Translate product names.	
Create product families.	
Add price list items.	
Revise a product.	
Create price lists.	
Create a unit group.	

Navigation icons: > < (bottom left) and ^ v (bottom right)

Microsoft logo

Answer:

Microsoft
Answer Area

Create a unit group.
Create product families.
Create price lists.
Add price list items.

- 1 - Create a unit group.
- 2 - Create product families.
- 3 - Create price lists.
- 4 - Add price list items.

NEW QUESTION: 64

A sales 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.

Action	Answer Area
Open Scheduling from the Customer Service Hub	
Select New	
Modify the Closure dialog pop-up	
Select Business Closures from Settings	

Answer:

Action	Answer Area
Open Scheduling from the Customer Service Hub	Open Scheduling from the C
Select New	Select Business Closures for
Modify the Closure dialog pop-up	Select New
Select Business Closures from Settings	

NEW QUESTION: 65

A salesperson must complete an opportunity by verifying the existing products and adding a new product from the product list. The product list has standard pricing. The salesperson observes the following issues with the products:

The price per unit for each item in the product list is \$0.00.

Some of the existing product lines use a default price and have an incorrect price per unit. You need to complete the opportunity. What should you do? To answer, select the appropriate options in the answer area. NOTE: Each correct selection is worth one point.

Requirement	Action
Add a price per unit to products.	☐ Activate the product. ☐ Add a price list to the product. ☐ Add a price list to the opportunity. ☐ Make the product a write-in product.
Correct prices for product lines.	☐ Revise the product. ☐ Activate the product. ☐ Add a price list to the product. ☐ Add a price list to the opportunity.

Answer:

Requirement	Action
Add a price per unit to products.	☐ Activate the product. ☐ Add a price list to the product. ☒ Add a price list to the opportunity. ☐ Make the product a write-in product.
Correct prices for product lines.	☐ Revise the product. ☐ Activate the product. ☒ Add a price list to the product. ☐ Add a price list to the opportunity.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-products>

NEW QUESTION: 66

You need to determine which fields are required when opportunities are marked as lost. Which fields are required?

- A. Status and Stakeholders
- B. Status Reason and Description
- C. Status Reason and Competitor

D. Status and Contact

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 67

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: Add a new currency and configure the currency precision and symbol.

Does the solution meet the goal?

A. Yes

B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 68

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: Add the LinkedIn Sales Navigator Contact (member profile) control.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controlsforms>

NEW QUESTION: 69

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 in this section, 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: Edit the playbook template and set the value of the Track Progress option to yes.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

Activity tracking is enabled in the Playbook template.

Reference:

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

NEW QUESTION: 70

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 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 are configuring Dynamics 365 Sales for a US-based company as follows:

Utah to California is the West territory,

Illinois to Colorado is the Central territory.

Maine to Indiana is the East territory.

The company wants the territories set up as follows:

Salespersons 1 and 2 sell in the West territory.

Salespersons 5 and 6 sell in the Central territory.

Salespersons 3 and 4 sell in the East territory.

Postal code for each state used as the location.

You need to set up the territories. Solution:

Create the West territory, add the manager, and save.

Repeat for the Central and East territories.

Add members for each territory.

Select Related under each territory and select the postal codes applicable for each territory.

Does the solution meet the goal?

A. No

B. Yes

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/admin/set-up-sales-territories-organize-business-markets-geographical-area?view=op-9-1>

<https://docs.microsoft.com/en-us/dynamics365/field-service/set-up-territories>

NEW QUESTION: 71

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: When closing an opportunity, use the Close as Won dialog.

Does the solution meet the goal?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 72

You need to identify new customer pending sales.

What should you do?

A. Create status reasons in the solution and associate them with Open status

B. Add statuses for all the pending sales stages

C. Set all new leads to a default status of Qualified

D. Configure the solution to automatically convert leads to opportunities

Answer: ([SHOW ANSWER](#))

To support reporting, pending new customer sales will go through a verification process using the stages New, Pending Approval, Approved.

NEW QUESTION: 73

You need to implement sales lost to competitors.

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

NOTE: Each correct selection is worth one point.

Requirement	Action
Add the type of loss.	▼ Modify the Status Reason option set. Modify the Forecast category option set. Modify the Close Opportunity option set. Modify the Opportunity Status option set.
Record the loss for forecasting.	▼ Modify the Opportunity Forecast Category Mapping Process workflow. Modify the Opportunity Sales Process business process flow. Modify the Opportunity Close form.

Answer:

Requirement	Action
Add the type of loss.	▼ Modify the Status Reason option set. Modify the Forecast category option set. Modify the Close Opportunity option set. Modify the Opportunity Status option set.
Record the loss for forecasting.	▼ Modify the Opportunity Forecast Category Mapping Process workflow. Modify the Opportunity Sales Process business process flow. Modify the Opportunity Close form.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/configure-forecast>

NEW QUESTION: 74

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 the answer area.

NOTE: Each correct selection is worth one point.

Report type	Option
Orders	SQL Server Reporting Services Fetch-based Reporting Services
Discounts by Number of Employees	SQL Server Reporting Services Fetch-based Reporting Services

Answer:

Report type	Option
Orders	SQL Server Reporting Services Fetch-based Reporting Services
Discounts by Number of Employees	SQL Server Reporting Services Fetch-based Reporting Services

NEW QUESTION: 75

You are a Dynamics 365 Sales administrator. You create a discount list.

The sales team needs to use the discount list for opportunities.

You need to ensure that the discount list is available and that products are discounted as expected.

To what should you associate the discount list?

- A. Price list
- B. Product
- C. Price list item
- D. Product family

Answer: ([SHOW ANSWER](#))

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-products>

NEW QUESTION: 76

You are setting up a product catalog in Dynamics 365 Sales.

You must set up the following promotions in the product catalog:

Customers receive a free bag of chips when they purchase one can of soda.

Soda has different prices based on whether customers buy a can, a six-pack, or a case.

Customers receive an additional 10 percent off a purchase of 10 case of soda.

You need to set up the promotions.

Which feature should you configure? To answer, drag the appropriate features to the correct requirements. Each feature 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.

Features	Requirement	Feature
Unit group	Receive free chips with a soda purchase.	Feature
Discount list	Purchase a case of soda.	Feature
Product family	Purchase 10 cases of soda.	Feature
Product bundle		

Answer:

Features	Requirement	Feature
Unit group	Receive free chips with a soda purchase.	Product bundle
Discount list	Purchase a case of soda.	Unit group
Product family	Purchase 10 cases of soda.	Discount list
Product bundle		

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NEW QUESTION: 77

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 and have 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.

Scenario	Result
A lost opportunity is reopened.	▼ The Opportunity Close record is deleted The Opportunity Close record changes status to inactive The Opportunity Close record changes status to in Progress
The same opportunity is closed as won.	▼ The current Opportunity Close record updates with the new close details and status of completed. A new Opportunity Close record is created with the new close details and status of completed.

Answer:

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