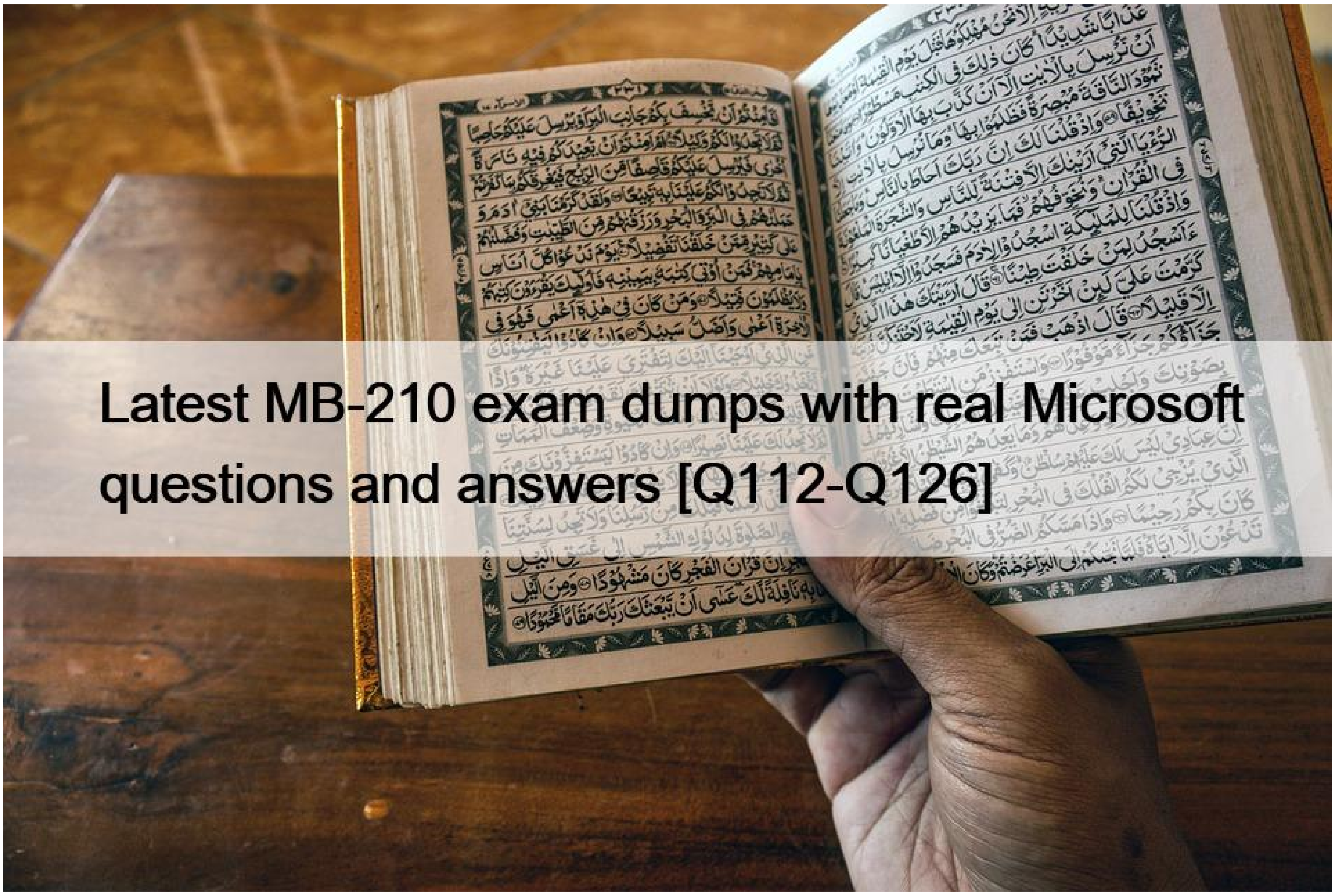
Latest MB-210 exam dumps with real Microsoft questions and answers [Q112-Q126



Latest MB-210 exam dumps with real Microsoft questions and answers
MB-210 Exam in First Attempt Guaranteed

Microsoft MB-210 Exam Syllabus Topics:

TopicDetailsPerform configuration (25-30%)
Configure sales settings-configure sales territories and hierarchical sales territories

-configure auto number settings for cases, orders, and quotes

-configure business settings including business closures, currencies, and fiscal years

-configure sales security roles and access team templates

-create and manage sales collateralConfigure processes-configure duplicate detection rules

-configure record creation rules

-configure sales business process flows

-create and manage playbooksCreate and configure sales visualizations- configure template apps for Power BI

-configure sales dashboards

-design and create sales charts

-design sales Advanced Find, Power BI, FetchXML, and Kanban reports, views, and visualizations

Manage core sales tables (45-50%)

Create and manage accounts and contacts-create and manage accounts

-create and manage contacts

-create and manage activitiesCreate and manage leads-create and search for leads

-convert activities to leads

-perform lead qualificationCreate and manage opportunities-manage opportunities

-track stakeholders, sales team members, and competitors

-add product line items to opportunities

-customize the Opportunity Close formCreate and manage sales order processes-add quotes to opportunities

-edit quotes in various stages

-manage revisions to quotes

-send quotes to customers

-convert quotes to orders

-manage orders

-manage invoicesCreate and manage products and product catalogs-create and manage products, product bundles, and product families

-create and managepricing lists

-create and manage discount lists

- create and manage unit groups

Configure additional tools and services (20-25%)

Configure integration with external sales applications- implement Relationship Sales

-describe use cases for Customer Insights

-implement Power BI template apps

Topics of MB-210: Microsoft Dynamics 365 Sales Exam

Candidates must know the exam topics before they start of preparation.
because it will really help them in hitting the core.
Our **Microsoft MB-210 exam dumps** will include the following topics:
1. Perform configuration (40-45%)
Configure sales settings

- Configure default revenue type- Configure sales territories- Configure currencies- Configure business closures- Configure sales team roles- Configure auto number settings- Configure sales security roles- Configure fiscal year- Configure playbook management

Configure processes

- Configure out of the box sales business process flows- Configure record creation rules

Create and configure sales visualizations

- Configure sales content pack for Power BI- Design and create sales charts- Execute and analyze sales reports- Configure sales dashboards

Configure integration with external sales applications

- Implement LinkedIn Sales Navigator- Implement Dynamics 365 AI for sales- Configure and enable embedded intelligence- Implement social selling assistant

2. Manage core sales entities (20-25%)
Create and manage leads

- Perform lead qualification- Configure status reasons- Create and search for leads- Convert activities to leads- Scan business card

Create and manage opportunities

- Add product line items to opportunity- Track stakeholders and sales team- Create and search for opportunities- Close opportunity as won or lost

3. Manage sales entities (35-40%)
Create and manage quotes

- Edit quotes in various stages- Convert quotes to orders- Create a template from a quote- Send quotes to customers- Add quotes to opportunities

Create and manage sales order processing

- Create and manage competitors- Create and manage orders- Create and manage invoices

Create and manage product and product catalog

- Configure product lifecycle- Configure price lists- Configure unit groups- Configure product families, bundles, and products- Configure discount lists **QUESTION 112**

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 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: Convert the Opportunity to a quote.

Does the solution meet the goal?
* Yes
* No
Section: Manage Sales Entities

Explanation/Reference:

References:

https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quote- sales-order-invoice

QUESTION 113

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.
* Grant the user the sales manager role
* Assign the user a license for Microsoft Dynamics 365 (online) or Microsoft Social Engagement
* Assign the user a license for both Microsoft Dynamics 365 (online) and Microsoft Social Engagement
* Grant the user the system administrator or system customizer role
Explanation

References:

https://docs.microsoft.com/en-us/previous-versions/dynamicscrm-2016/administering-dynamics-365/mt793319(v

QUESTION 114

You are a Dynamics 365 for Sales administrator.

The sales team is having difficulty locating related products.

You need to make it easier for the sales team to find groups of products that are similar.

What should you use?
* Related products
* Product bundles
* Product families
* Product unit groups
References:

https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/define-relatedproducts-increase-chances-sales

QUESTION 115

You are working with the default Opportunity form In Microsoft Dynamics 365.

Your sales manager has asked all sales staff to maintain best practices when managing sales and to enter as much information as possible.

You need to be able to add additional records and activities to the Opportunity without leaving the form.

What are two types of records you can add from within the Opportunity form? Each correct answer presents a complete solution.
* Invoices
* Credit Notes / Adjustment Notes
* Stakeholders
* Products
https://www.microsoft.com/en-us/dynamics/crm-customer-center/create-or-edit-an-opportunity- sales.aspx

QUESTION 116

A company releases a new catalog.

The company requires salespeople to do the following:

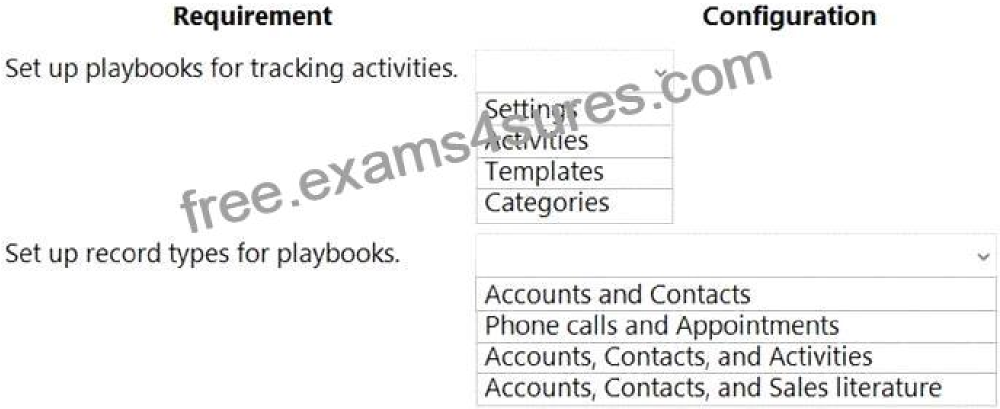
* Contact customers about the new catalog.

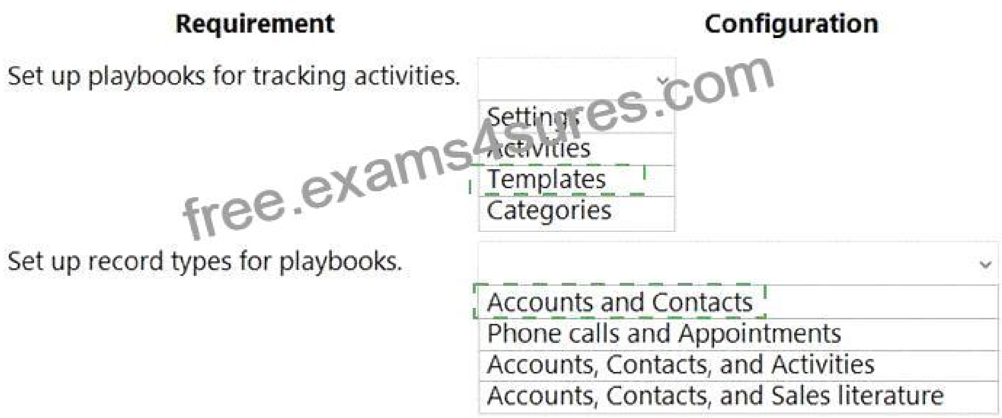
* Set up appointments with the customers to deliver the catalog.

You need to set up playbooks to track the activities.

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

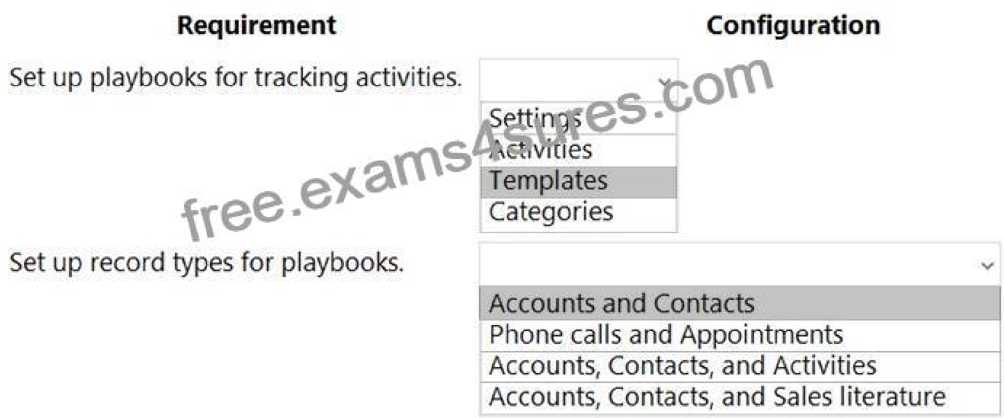
NOTE: Each correct selection is worth one point.





Explanation

Graphical user interface, text, application Description automatically generated



Reference:

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

QUESTION 117

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

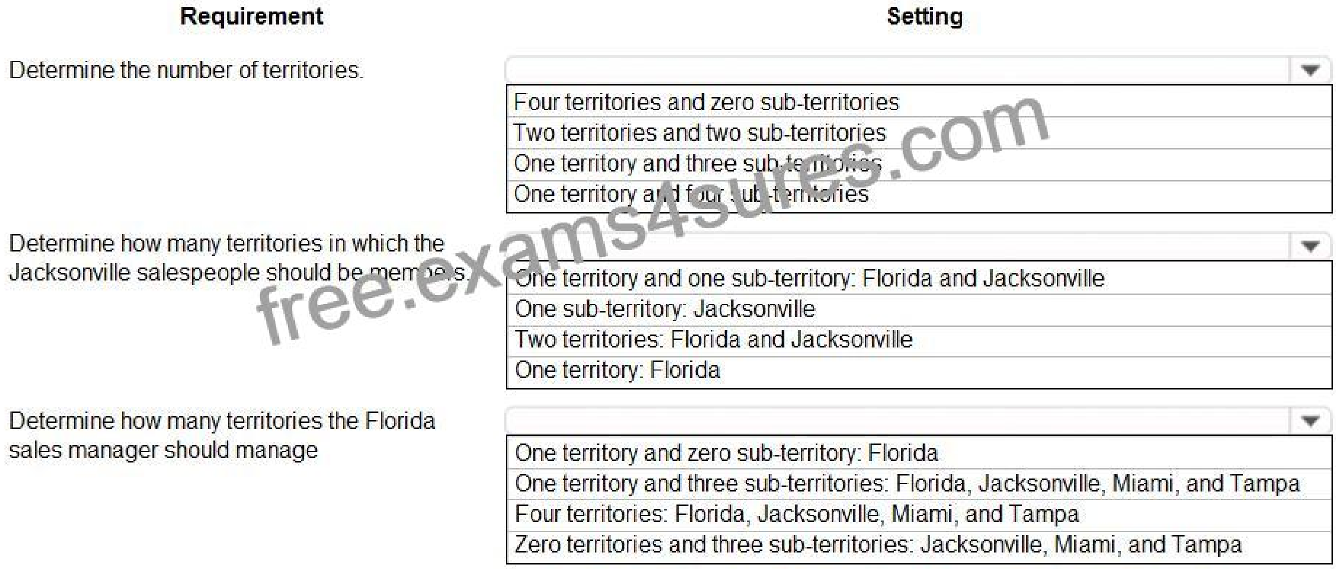
You must set up territories by states. Each state must be a parent territory and have a different manager.

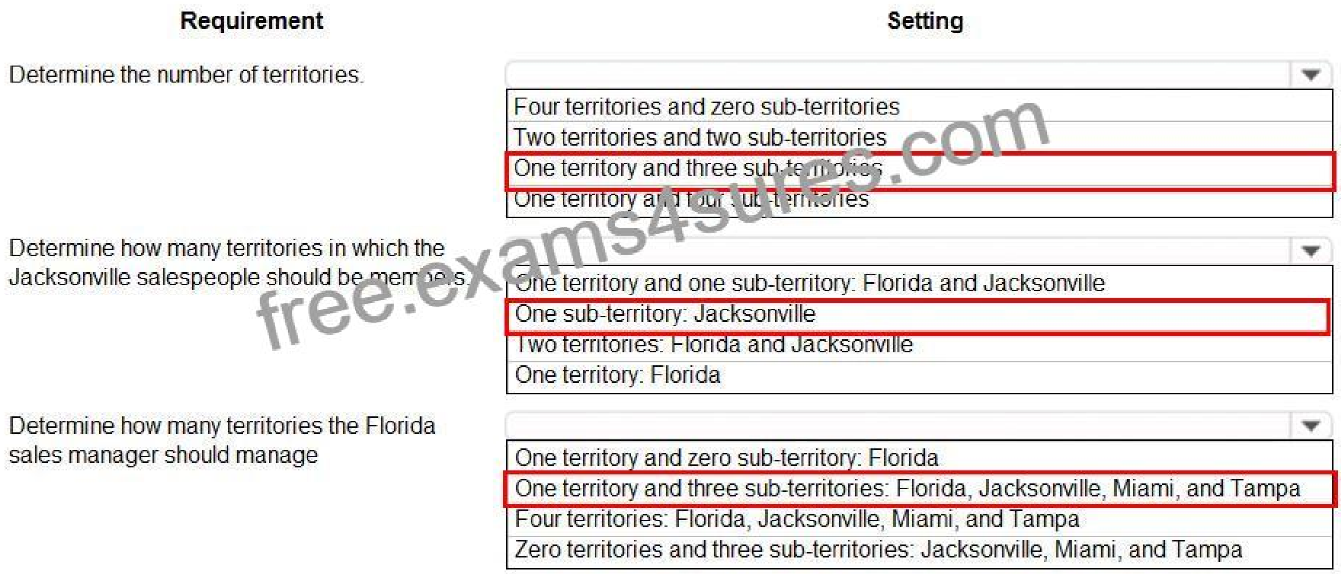
Sales information must be shown by city and then by state.

You need to set up territories for Florida.

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

Requirement Setting





Reference:

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

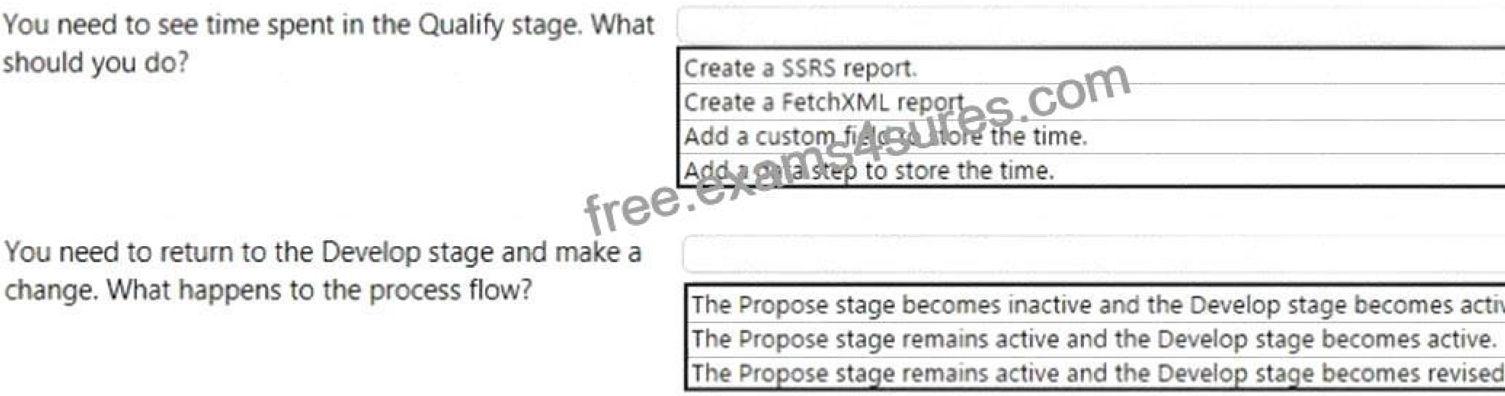
QUESTION 118

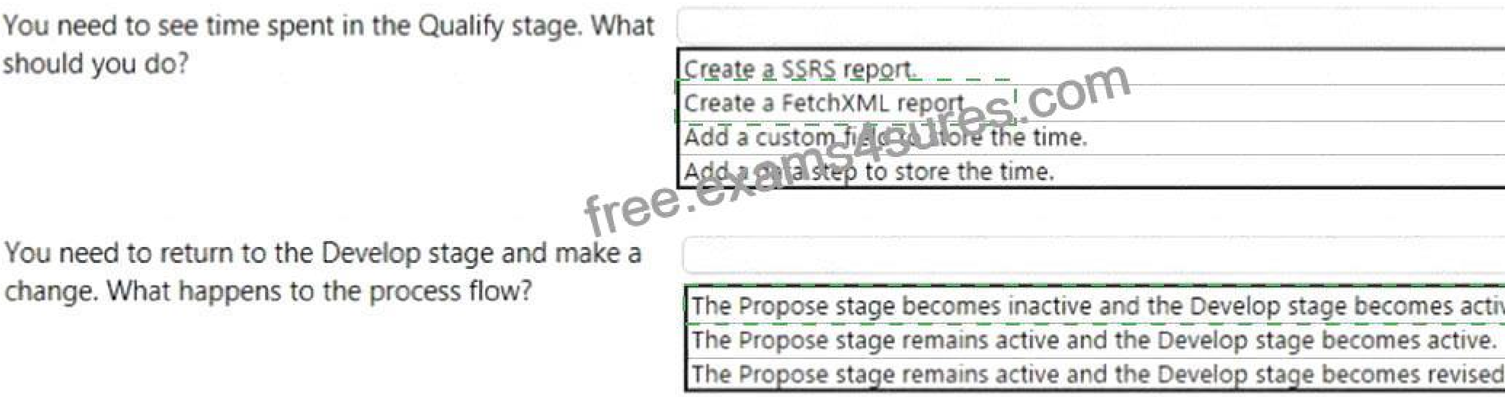
You are a Dynamics 365 for Sales administrator.

You create the following flow.

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.





Explanation

Answer Area

You need to see time spent in the Qualify stage. What should you do?

- Create a SSRS report.
- Create a FetchXML report.
- Add a custom field to store the time.
- Add a data step to store the time.

You need to return to the Develop stage and make a change. What happens to the process flow?

- The Propose stage becomes inactive and the Develop stage becomes active
- The Propose stage remains active and the Develop stage becomes active.
- The Propose stage remains active and the Develop stage becomes revised.

QUESTION 119

You experience the following issues when you work with quotes in Dynamics 365 Sales:

* An administrative assistant is unable to access the function to edit a quote in the system.

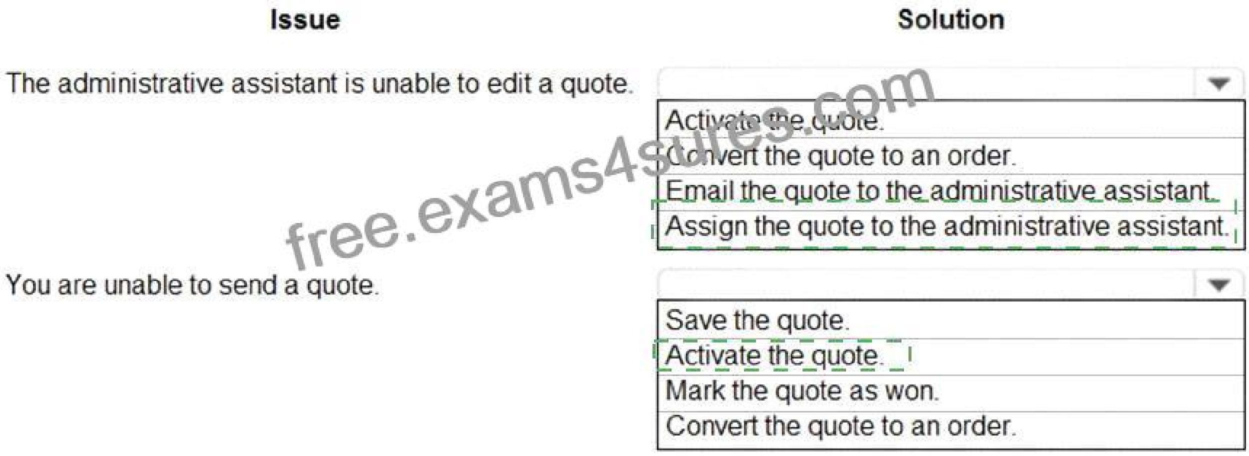
* The Send to customer option is unavailable after you enter a quote.

You need to resolve the issues.

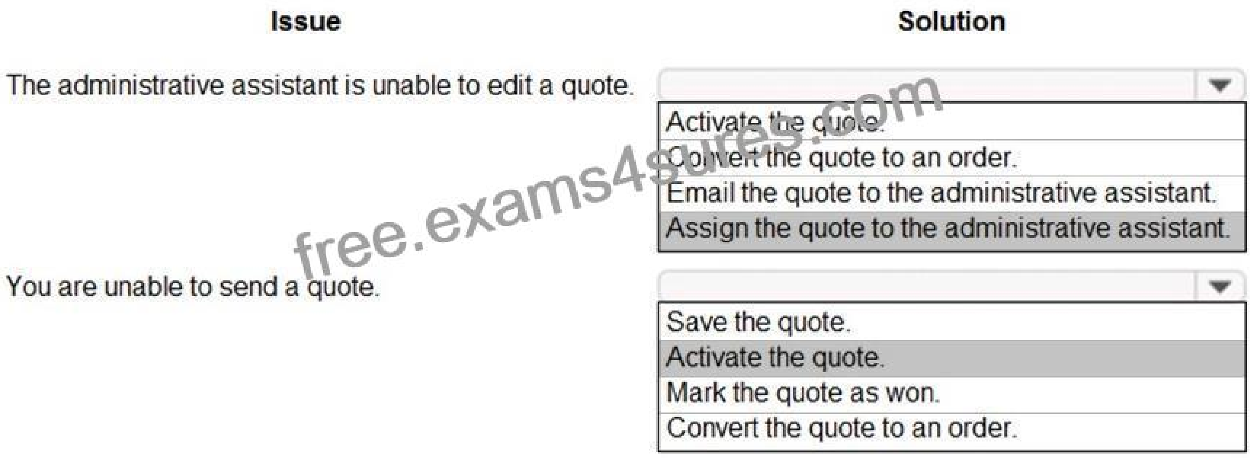
What should you do? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Issue	Solution
The administrative assistant is unable to edit a quote.	Activate the quote. / Convert the quote to an order. / Email the quote to the administrative assistant. / Assign the quote to the administrative assistant.
You are unable to send a quote.	Save the quote. / Activate the quote. / Mark the quote as won. / Convert the quote to an order.



Explanation



Reference:

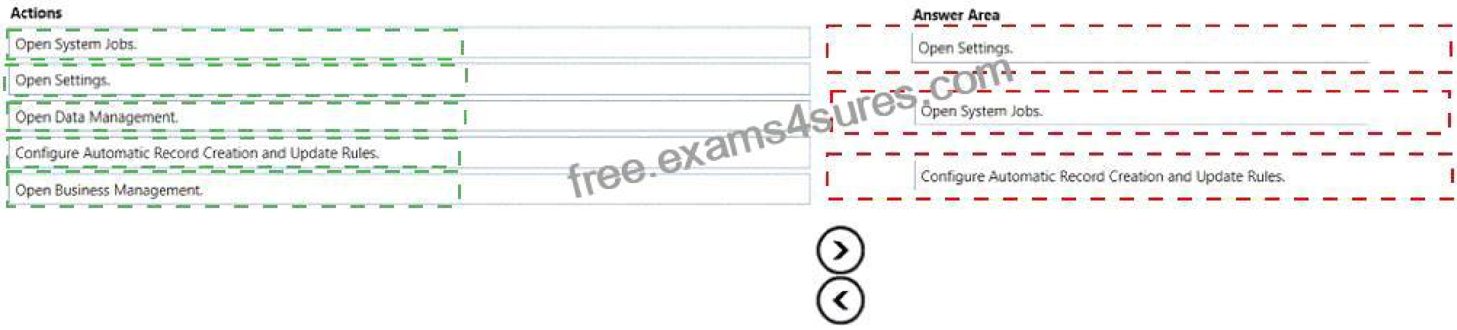
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-quote-sales

QUESTION 120

You manage a Dynamics 365 Sales environment.

You need to email the sales manager when salespeople update their 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.



Explanation

QUESTION 121

You are working with a sates division to better manage their sales processes by better utilizing the functionality of Microsoft Dynamics 365.

You recommend using Relationship Insights to better analyze customer-interaction data to improve sales efforts.

What are two features of Relationship Insights that can be used to accomplish this? Each correct answer presents a complete solution.
* Auto Capture
* Data Loader Service
* Relationship Assistant
* Sales Insights

QUESTION 122

A company plans to close early on the last day of the month for an employee celebration.

You need to configure Dynamics 365 to prevent scheduling of sales support resources for that day.

Which feature should you use?
* Events
* Business closure
* Fiscal calendar
* Time off request

Reference:

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

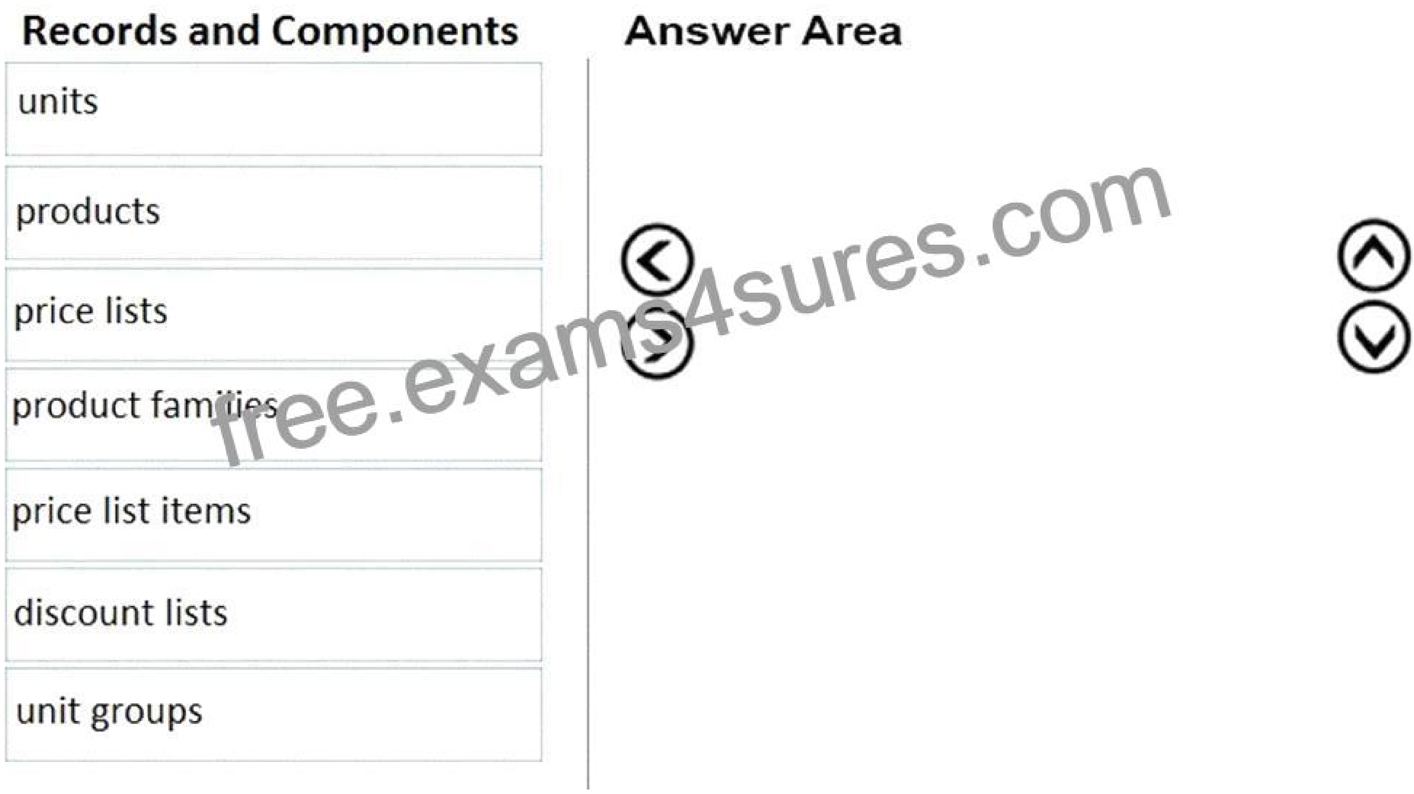
QUESTION 123

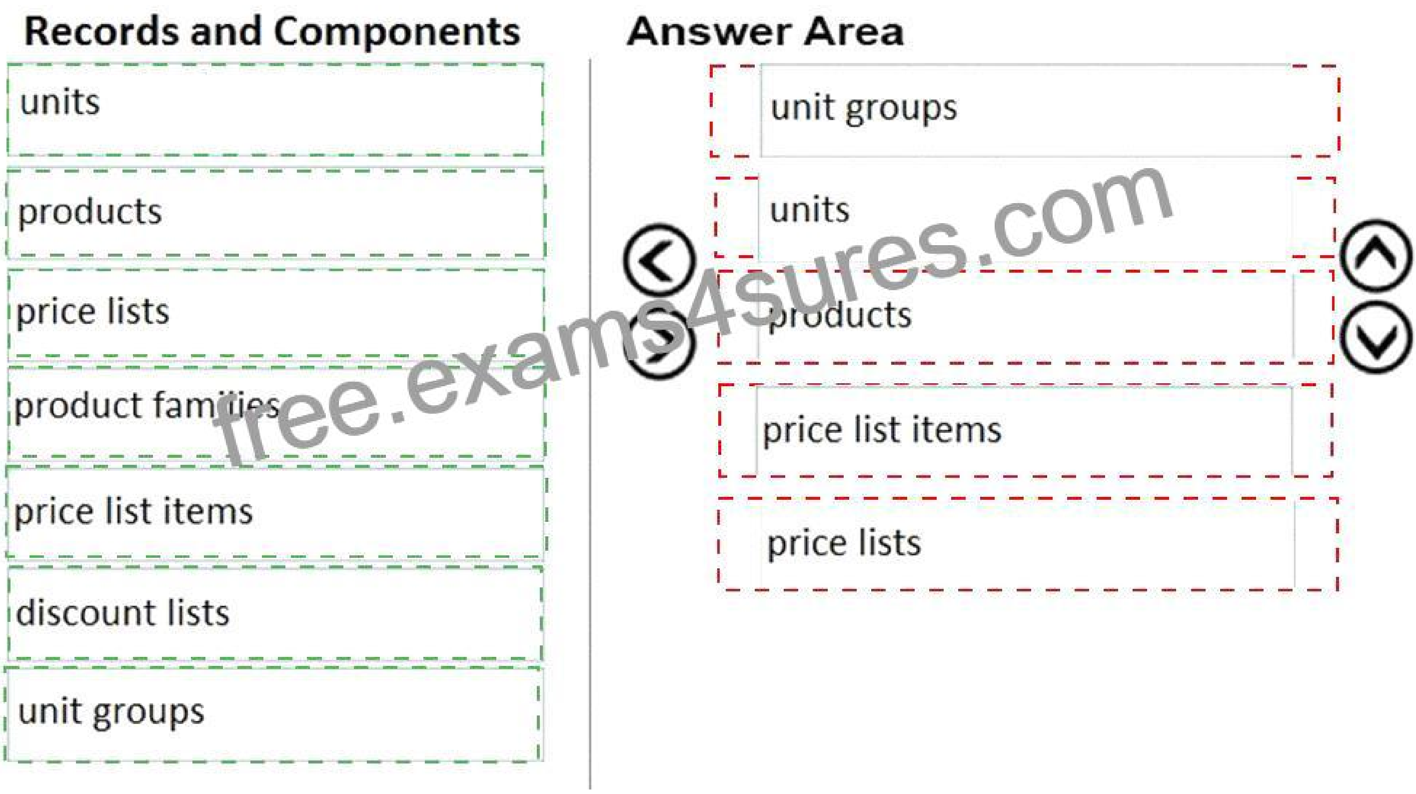
The product development team for a toy company creates a new remote-control toy.

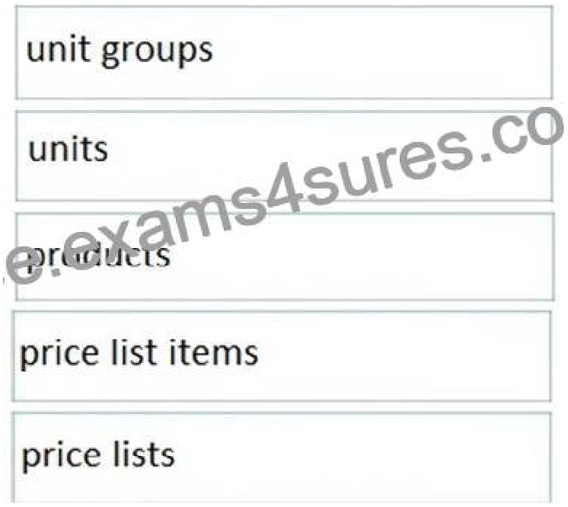
You need to create the necessary records and record relationships to sell the product.

Which five records and/or components should you configure in sequence? To answer, move the appropriate records and/or components from the list of records and components 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.





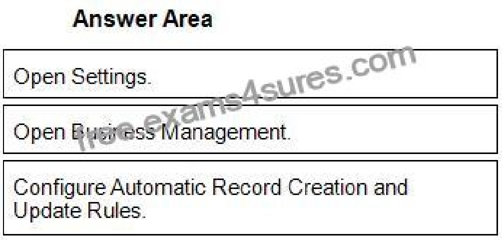


QUESTION 124

You manage a Dynamics 365 Sales environment.

You need to email the sales manager when salespeople update their 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.



1 – Open Settings.

2 – Open Business Management.

3 – Configure Automatic Record Creation and Update Rules.

QUESTION 125

Drag and Drop Question

You manage a Dynamics 365 environment for Sales. You create the following rule items to respond to inbound emails from potential customers:

– Emails that contain the words support or help must create a new high-priority case.

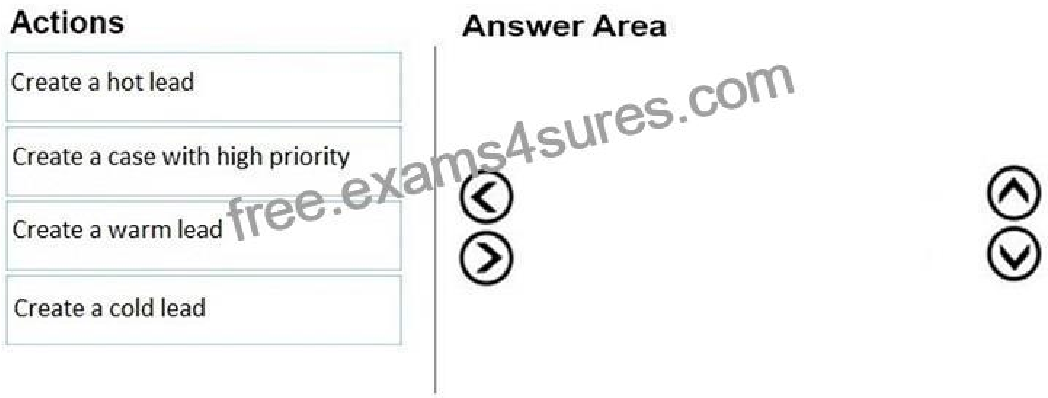
– Emails that contain the words buy or purchase must create a warm-lead record. The words buy and purchase are more important than support or help.

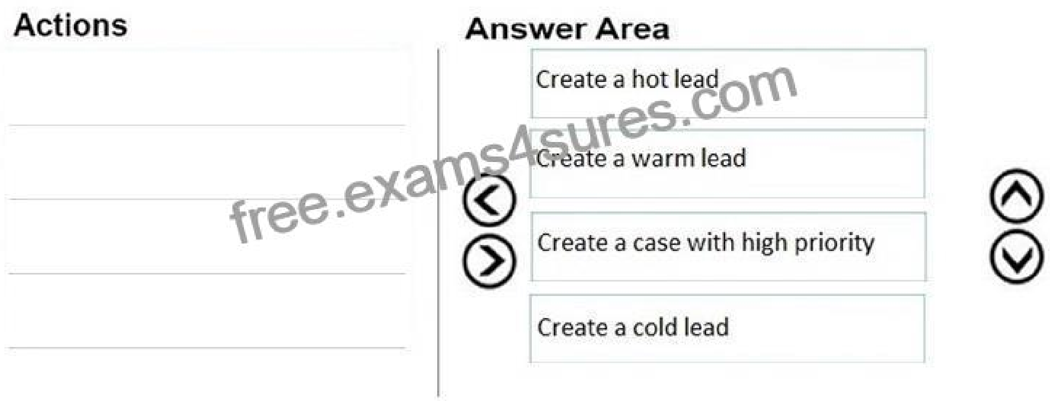
– Emails that specifically mention ProductA must always create a hot lead for that product regardless of other words mentioned.

– If none of the targeted words are present in an email, a cold lead must be created.

You need to configure the order in which rule items are processed.

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





QUESTION 126

You have created a personal dashboard in Microsoft Dynamics 365, consisting of personal charts and personal views.

You want your team members to be able to fully take advantage of your dashboard.

How should you fully share the needed components with the individuals on your team?
* Share only the views with the team.
* Share the views with each team member individually.
* Share the dashboard, views, and charts with the team.
* Share the dashboard and charts with each team member individually.

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