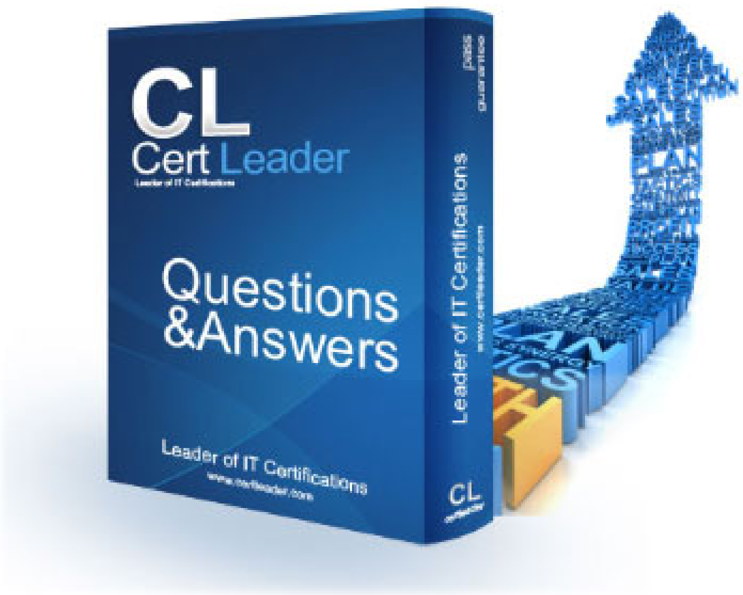
# mb-210 Dumps

# Microsoft Dynamics 365 for Sales

## https://www.certleader.com/mb-210-dumps.html



**NEW QUESTION 1**
Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.
After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.
You are a Dynamics 365 for Sales system customizer.
You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form. Solution: Use Dynamics 365 AI for Sales.
Does the solution meet the goal?

A. Yes
B. No

**Answer:** B

**Explanation:**

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

**NEW QUESTION 2**
Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.
After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.
You are a Dynamics 365 for Sales system customizer.
You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form. Solution: Add the LinkedIn Sales Navigator Contact (member profile) control.
Does the solution meet the goal?

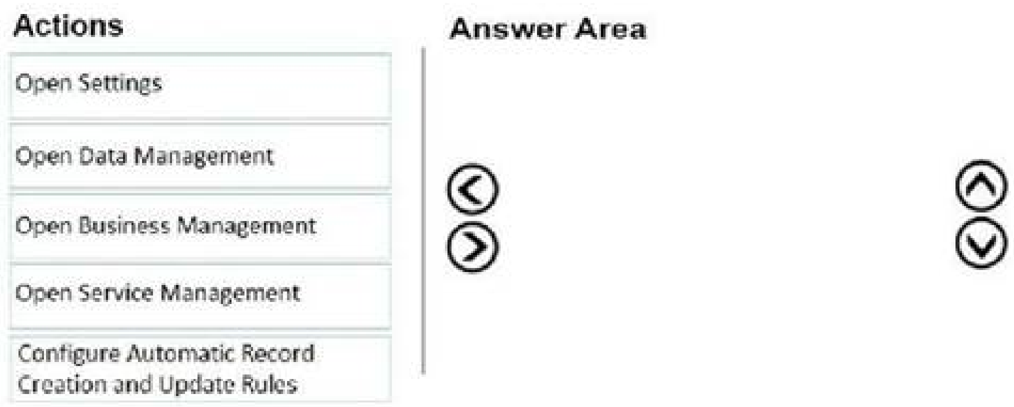
A. Yes
B. No

**Answer:** A

**Explanation:**

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

**NEW QUESTION 3**
DRAG DROP
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.
Select and Place:

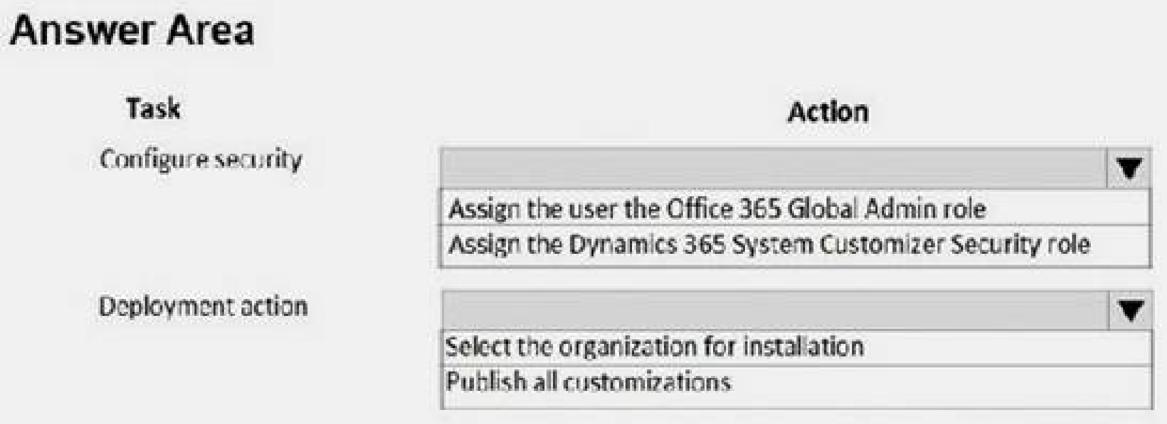



A. Mastered
B. Not Mastered

**Answer:** A

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

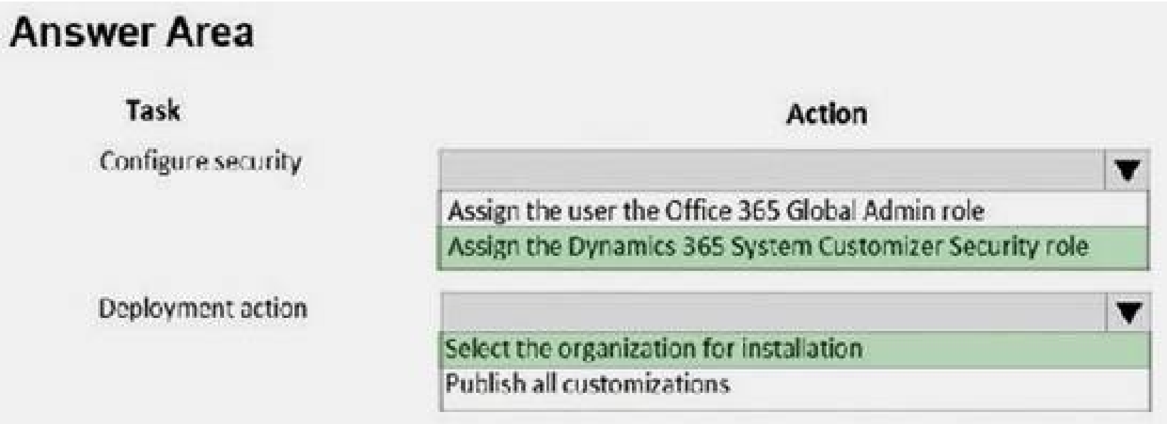
**NEW QUESTION 4**
HOTSPOT
You manage a Dynamics 365 environment. You plan to implement business process flows from AppSource. You need to ensure that you can install the business process flows.
Which actions should you perform? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.
Hot Area:



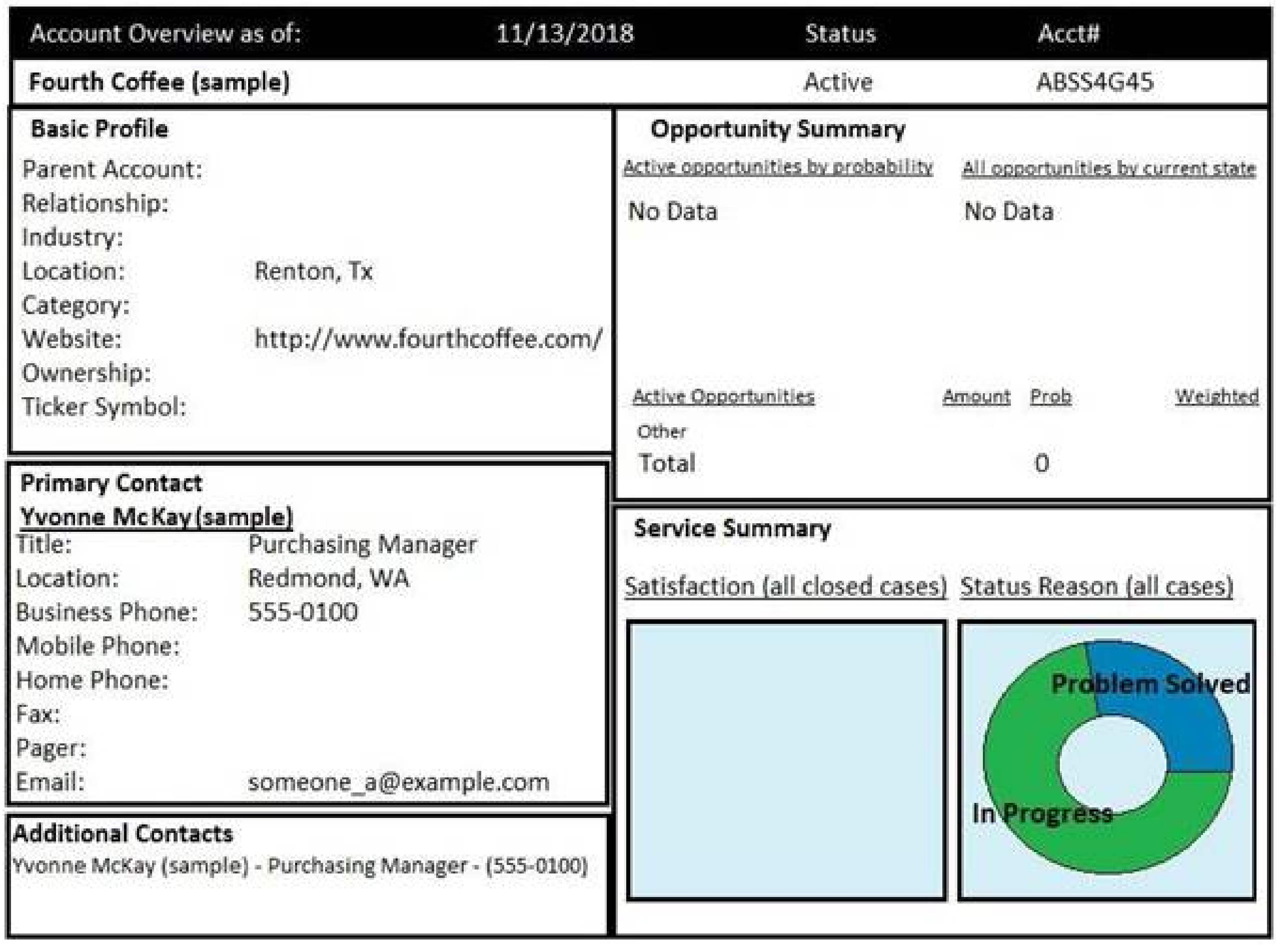

A. Mastered
B. Not Mastered

**Answer:** A

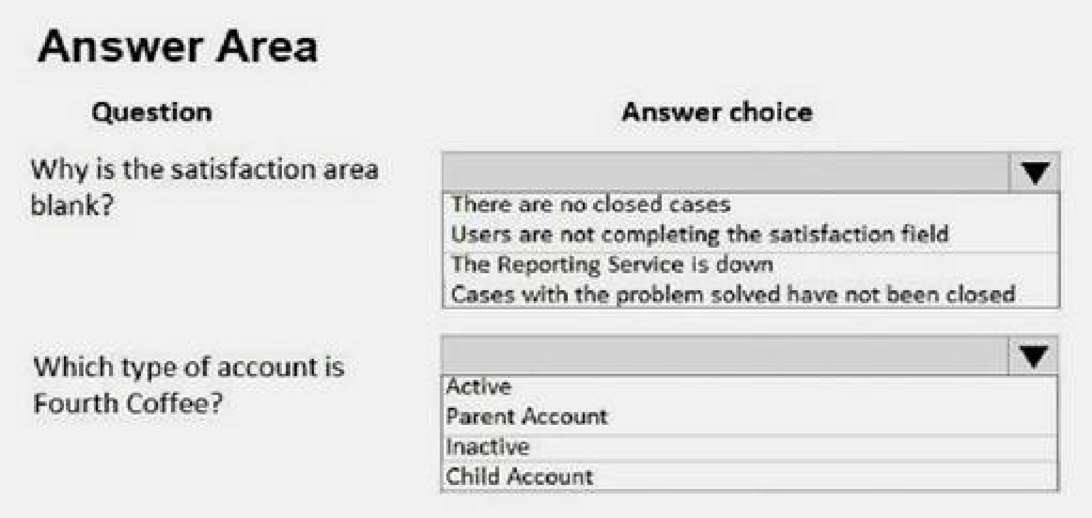
**Explanation:**




**NEW QUESTION 5**
HOTSPOT
You run an Account Overview report for Fourth Coffee. The following results are displayed.



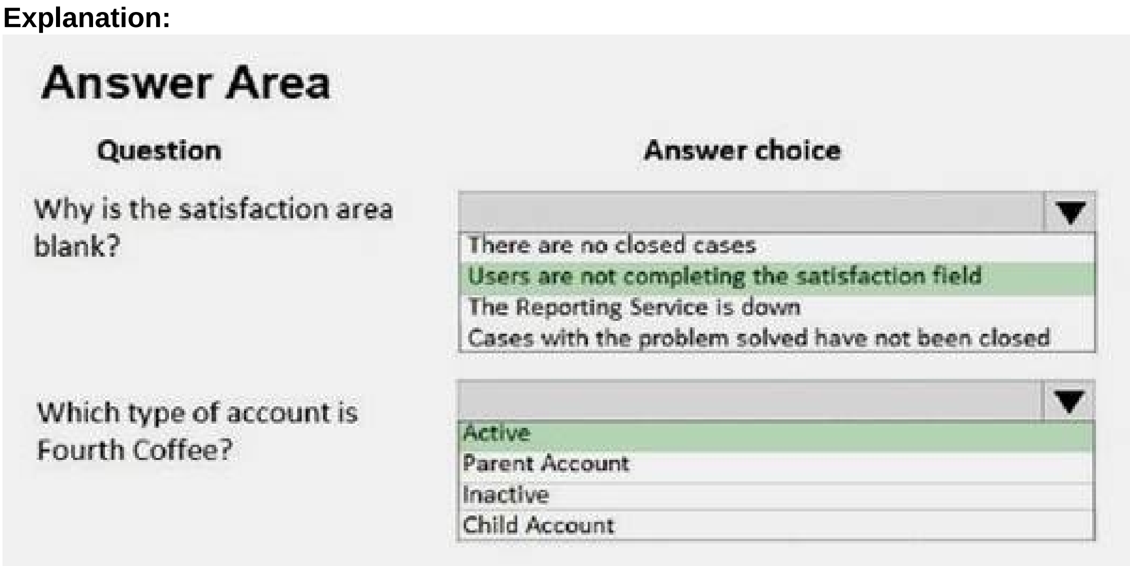

Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic.
NOTE: Each correct selection is worth one point.
Hot Area:




A. Mastered
B. Not Mastered

**Answer:** A

**Explanation:**




**NEW QUESTION 6**
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:** CD

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

**NEW QUESTION 7**
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 Close
B. Opportunity
C. Competitor
D. Opportunity Line

**Answer:** B

**NEW QUESTION 8**
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:** A

**NEW QUESTION 9**
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:** B

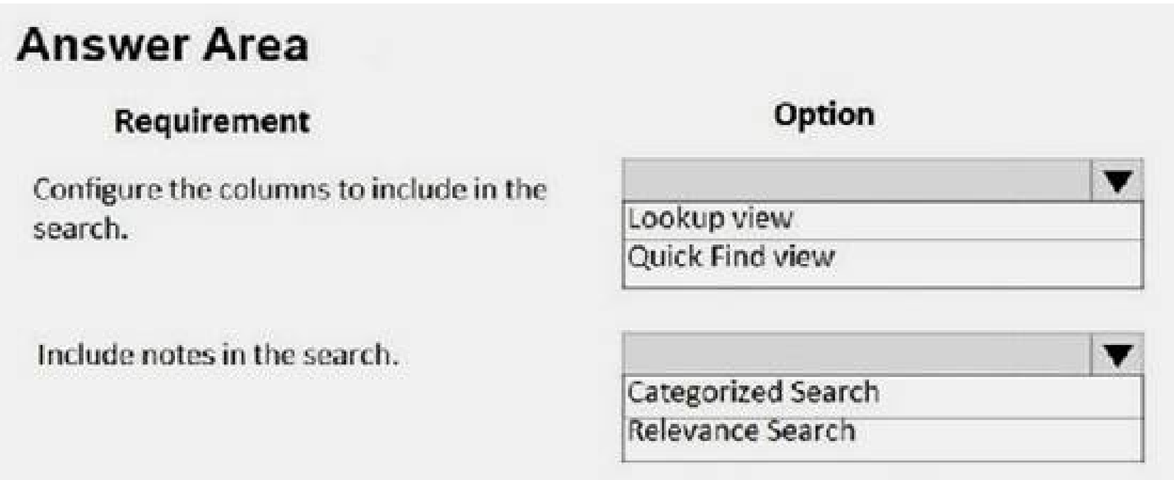
**NEW QUESTION 10**
A company uses Dynamics 365 for Sales. The company has not made changes to any of the default security roles.
You need to ensure that users can assign salespeople to sales territories. Which security role can you use?

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

**Answer:** D

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

**NEW QUESTION 10**
HOTSPOT
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.
Hot Area:




A. Mastered
B. Not Mastered

**Answer:** A

**Explanation:**
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results

**NEW QUESTION 11**
You use 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. Users can add the expired price list to opportunities created prior to the expire date.
B. Users can add the expired price list to an opportunity but will see a warning.
C. Opportunities that use the expired price list can continue through their lifecycle.
D. Opportunities that use the expired price list will display a warning that prices must be replaced.

**Answer:** D

**NEW QUESTION 14**
An order uses quote and order functionality in Dynamics 365 for Sales. Multiple quotes may be provided to customers at one time. Quotes are revised often.
You need to create a process that meets the following requirements:

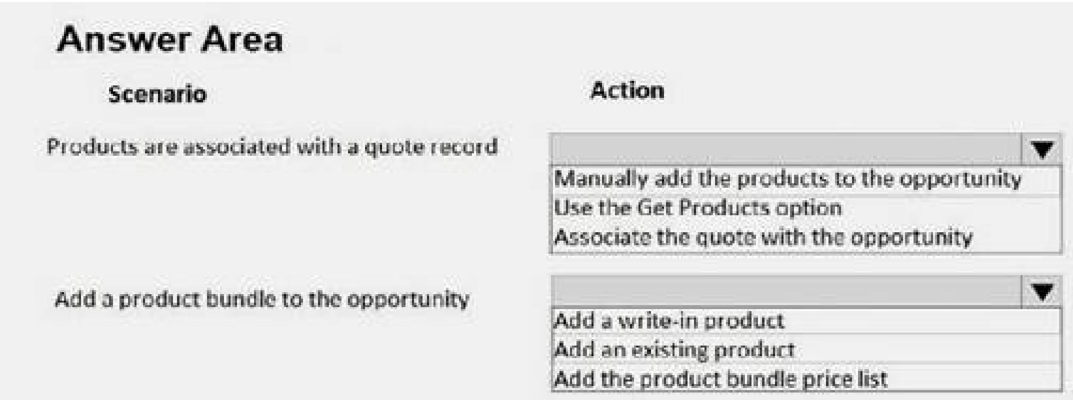
- Create an order from a quote.
- Close the associated opportunity as won.
- Update the actual values to reflect values from the quote.

Which two opportunities can you close as won? Each correct answer presents a complete solution.
NOTE: Each correct selection is worth one point.

A. The opportunity has other quotes in the won status.
B. The opportunity has other quotes in the draft status.
C. The opportunity has other quotes in the active status.
D. The opportunity has other quotes in the revised status reason.

**Answer:** AB

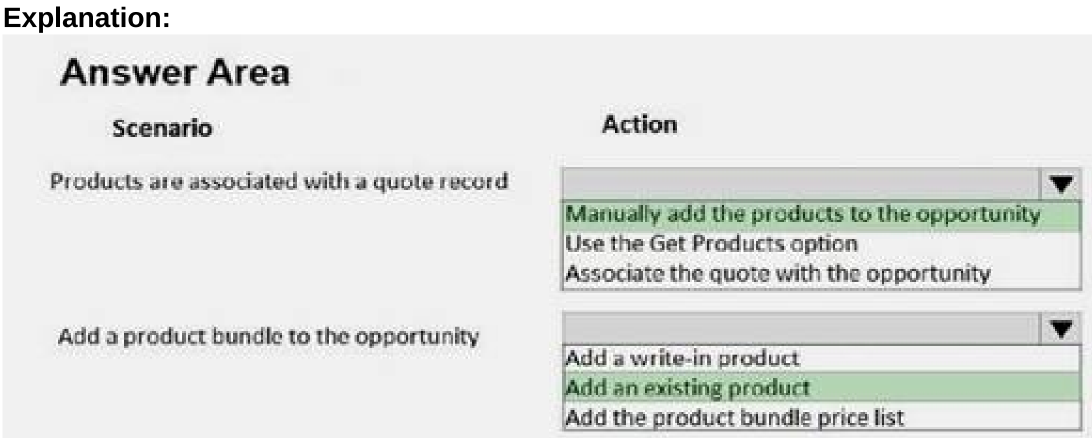
**NEW QUESTION 19**
HOTSPOT
You use Dynamics 365 for Sales.
You need to add products to an opportunity.
Which actions should you perform? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.
Hot Area:




A. Mastered
B. Not Mastered

**Answer:** A

**Explanation:**

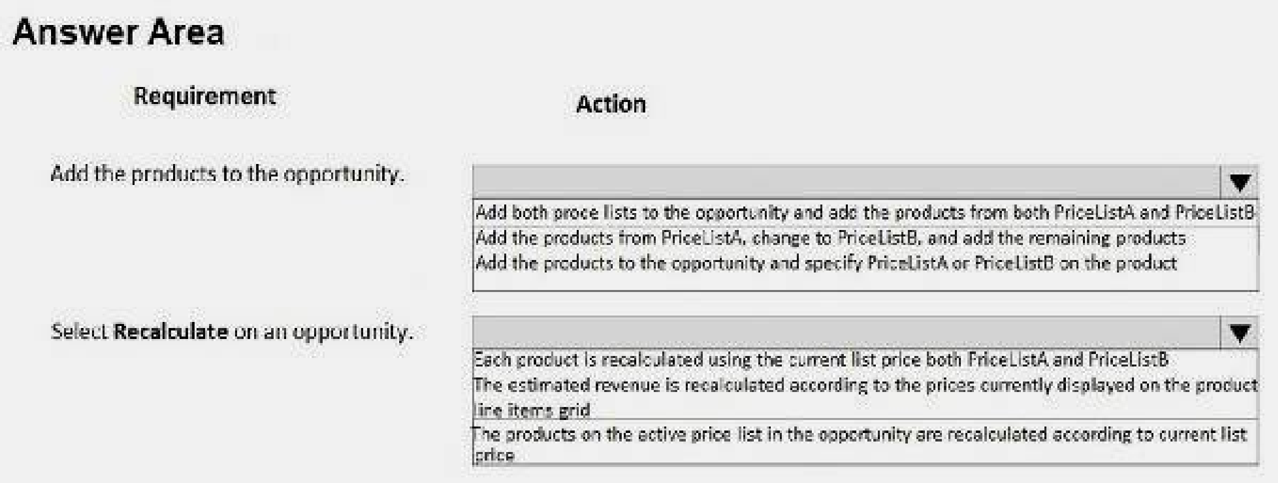



**NEW QUESTION 21**
You manage Dynamics 365 environments for client organizations.
A client suspects they are losing business. The client must be able to capture reasons each time an opportunity is lost. You need to configure Dynamics 365 to ensure that you can capture the required information.
Which field should you configure?

A. Opportunity status reason
B. Opportunity close status
C. Opportunity status
D. Opportunity close status reason

**Answer:** A

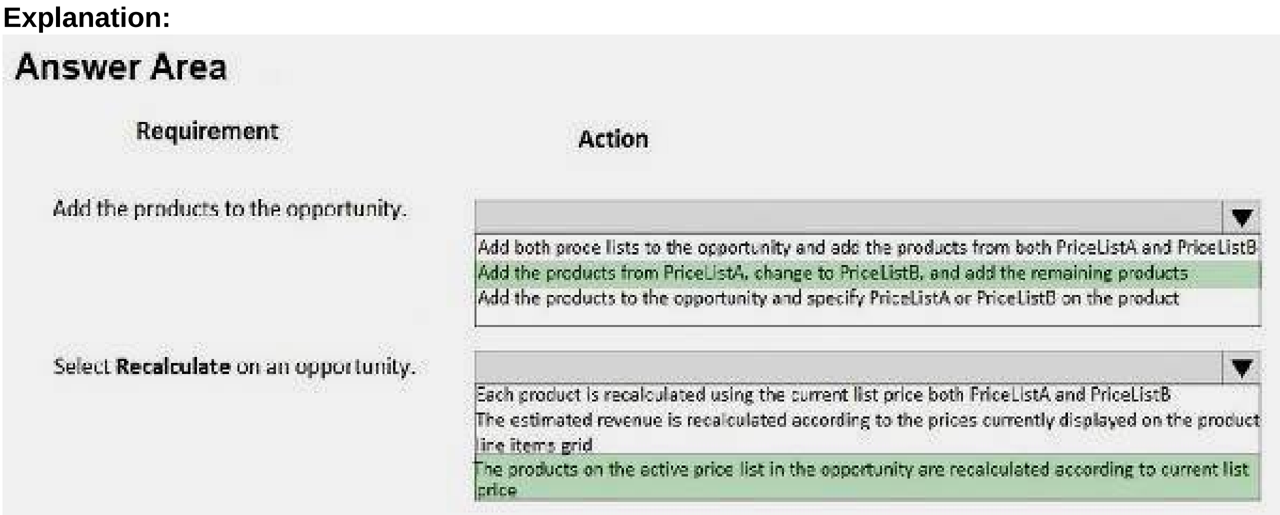
**NEW QUESTION 26**
HOTSPOT
You use opportunities with products and price lists in Dynamics 365 for Sales.
You need to add products than exist in PriceListA and PriceListB to an opportunity.
Which actions should you perform? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.
Hot Area:




A. Mastered
B. Not Mastered

**Answer:** A

**Explanation:**




**NEW QUESTION 29**
HOTSPOT
You manage a Dynamics 365 Sales environment.
You need to configure the default status for each lead.
Which status reason should you associate to each scenario? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.
Hot Area:


A. Mastered
B. Not Mastered

**Answer:** A

**Explanation:**


**NEW QUESTION 30**
You are a salesperson using Dynamics 365 for Sales.
You need to revise an active quote.
What happens to the original quote record?

A. The quote is deleted
B. The quote is converted into an order and a copy of the quote is put in draft mode for modification
C. The original quote is put in draft mode for modification
D. The quote is closed, and a copy of the quote is put in draft mode for modification

**Answer:** C

**NEW QUESTION 33**
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:** B

**Explanation:**
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/add-product-quote-order-invoice

**NEW QUESTION 38**
You are a Dynamics 365 system customizer. You create a price list with related products. Sales team members use the list to generate opportunities, quotes, and orders.
You need to create a product family. What should you do?

A. Add a new product family to an existing product family
B. Delete the existing price list and create a new one
C. Create a unit group for use with the product family
D. Add a parent product family to an existing product family

**Answer:** A

**Explanation:**
References:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-product-family

**NEW QUESTION 39**
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?

A. Yes
B. No

**Answer:** A

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

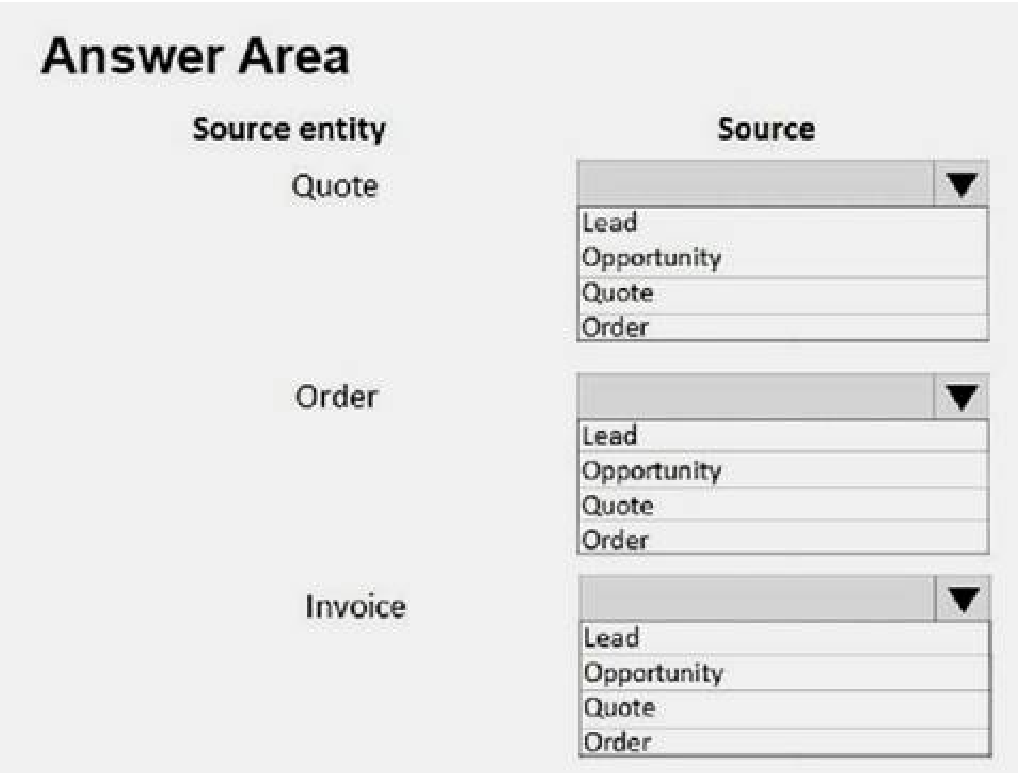
**NEW QUESTION 44**
You work in a sales role for an organization that uses Dynamics 365. You are managing an opportunity for a potential customer.
You need to create a quote that automatically includes all the products from the opportunity. What should you do?

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:** A

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

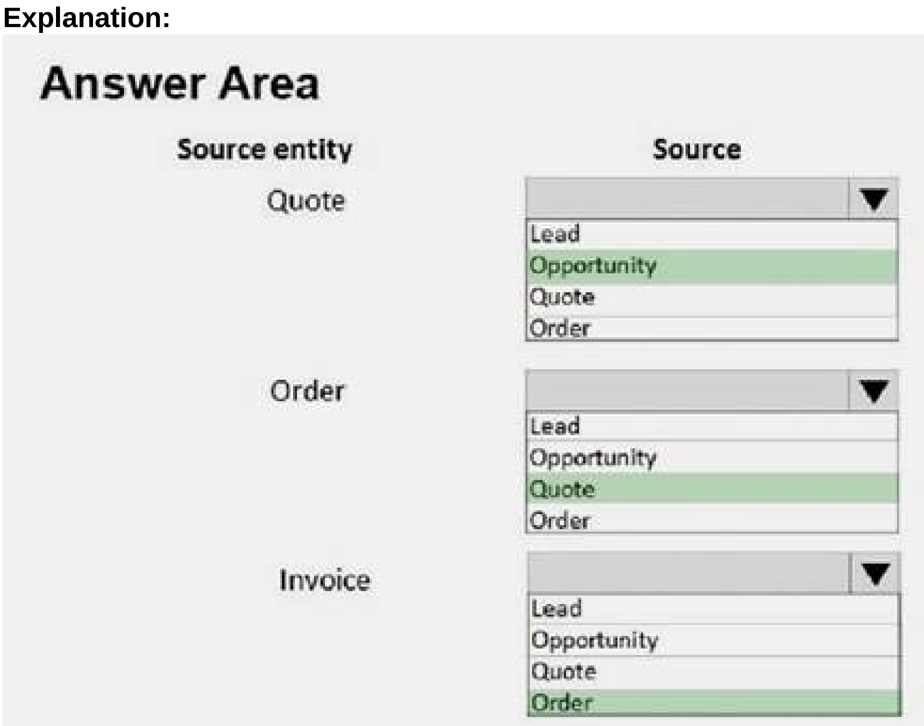
**NEW QUESTION 48**
HOTSPOT
A customer places an order that includes all of the products from a previous order. You need to add products from the previous order to the new order.
From which sources can you retrieve the list of products? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.
Hot Area:




A. Mastered
B. Not Mastered

**Answer:** A

**Explanation:**




**NEW QUESTION 52**
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: On the Quotes tab of the opportunity, select Add New Quote. Does the solution meet the goal?

A. Yes
B. No

**Answer:** A

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

**NEW QUESTION 54**
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