



Free Questions for MB-210 by dumpshq

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Question 1

Question Type: MultipleChoice

You need to display activities by using the calendar view.

What should you do?

Options:

- A- Create a custom view.
- B- Add the Kanban control.
- C- Edit filters in the view settings.
- D- Add the calendar control.

Answer:

D

Question 2

Question Type: OrderList

A company uses Dynamics 365 Sales Professional. You are assigned the System Administrator role at the environment level only.

Sellers in the company require Forecasting and the sales accelerator functionality in the Sales Hub application.

You need to upgrade the environment to make the functionality available. The solution must meet all licensing compliance requirements.

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

- Delete the Dynamics 365 Sales Professional solution.
- Purchase a Dynamics 365 Team Member license.
- Install the Dynamics 365 Sales Enterprise solution.
- Assign the new license to all users.
- Purchase a Dynamics 365 Sales Enterprise license.
- Replace the Dynamics 365 Sales Professional license with the new license to all users.
- Create a new environment and install the Dynamics 365 Sales Enterprise app.
- Back up and restore the Dynamics 365 Professional environment to the new environment.

Answer Area



Answer:

Repeat the process until all sales orders are processed with the correct sequence.

Question 3

Question Type: OrderList

You are a salesperson for a company.

A customer asks you to place an order based on a draft quote you have provided.

You need to create the order.

Which four actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area.

Actions

- Select **Publish**.
- Enter the price list and currency information.
- Enter the shipping and payment information.
- Select the applicable quote.
- Select **Activate Quote**.
- Select **Create Order**.
- Enter the date in the Date Won field and add a description.



Answer area

Answer:

Select **Create Order** and enter the date in the Date Won field and add a description.

Question 4

Question Type: Hotspot

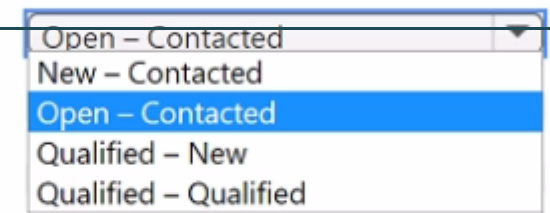
You manage a Dynamics 365 Sales environment.

You need to configure the default status reason for the status of 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.

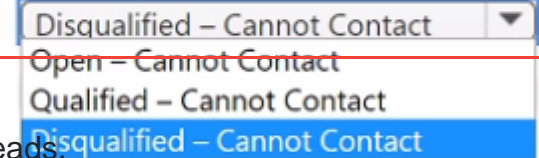
Answer Area

	Scenario	Status reason
Answer:	A lead is created and contacted by phone.	

Question 5

Question Type: Hotspot

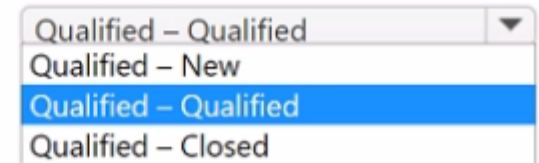
A lead has no contact method available.



A company uses Dynamics 365 Sales to track activities. The sales department plans to use leads.

You need to determine:

A lead is ready to be an opportunity.



Which activities convert to leads.

Which field carries over from the activity to the lead.

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

NOTE: Each correct selection is worth one point.

Requirement

Feature

Which activity type can users convert to leads?

	▼
Task	
Email	
Phone Call	
Appointment	

Explanation:

<https://community.learnmsdynamics.com/post/how-to-create-leads-in-microsoft-dynamics-365-5f157032469b481ed3ad3caa>

Question 6 Which field carries over from the activity to the lead?

Question Type: Hotspot

	▼
Subject	
Regarding	
Start Date	
Existing Contact	

You are a Dynamics 365 Sales administrator. You create a forecast by using the forecast category layout shown in the exhibit:

Preview								
Territory	Quota	Manager	Best case	Committed	Lost	Omitted	Pipeline	Won
C City	▬	▬	▬ /	▬ /	▬	▬	▬	▬ 75%
S South	▬	▬	▬ /	▬ /	▬	▬	▬	▬ 75%
N North	▬	▬	▬ /	▬ /	▬	▬	▬	▬ 75%

represented in the graphic.

Where should you rename the Omitted column to Cancelled for this forecast?

Answer:

Explanation:

	▼
Forecast Category option set	
Forecast view	
Layout column settings	
Preview grid	

Where should you delete the Lost column for this forecast?

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/choose-layout-and-columns-forecast>

	▼
Forecast configuration	
Forecast configuration filter data	
Forecast Category option set value	
Forecast view	

Question 7

Question Type: DragDrop

You are configuring Dynamics 365 Sales Insights.

You need to configure the system to meet the following requirements:

Use artificial intelligence (AI) to rate all open leads on whether they will convert to an opportunity.

Use AI to improve expected future sales numbers over the fiscal year.

Create a sequence of activities for each lead to help the salespeople improve sales.

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
Predictive lead scoring	Use AI to rate all open leads on whether they will convert to an opportunity.	<input type="text"/>
Premium forecasting	Use AI to improve expected future sales numbers over the fiscal year.	<input type="text"/>
Sales accelerator	Create a sequence of activities for each lead to help the salespeople improve sales.	<input type="text"/>
Productivity intelligence		

<https://docs.microsoft.com/en-us/dynamics365/ai/sales/configure-predictive-lead-scoring>

<https://docs.microsoft.com/en-us/dynamics365/ai/sales/configure-premium-forecasting>

<https://docs.microsoft.com/en-us/dynamics365/ai/sales/enable-configure-sales-accelerator>

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