Free Questions for MB-210 by vceexamstest

Shared by Moore on 09-08-2024

For More Free Questions and Preparation Resources

Check the Links on Last Page

Question 1

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.

References:

Answer:

Question 2

You are a Dynamics 365 administrator.

You need to configure action cards in Relationship Assistant.

Which action card should you enable for each scenario? To answer, drag the appropriate action cards to the correct scenarios. Each action card may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

References:
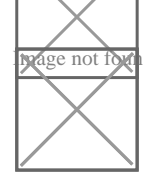
Answer:

Question 3

Question Type: 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.

Question 4

Question Type: OrderList

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

You are adding a new product to your product catalog.

You need to create the product with a new set of properties.

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

Answer:

Properties Product Family

Explanation:

Question 5

Question Type: DragDrop

You use Dynamics 365 for Sales.

You are in stage two of business process flow that has five stages.

You need to use multiple business process flows.

Which actions should you perform? To answer, drag the appropriate actions to the correct scenarios. Each action may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

Answer:

Question 6

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.

Image not found or type unknown

:

Answer:

prürdulksttietms

Question 7

You need to resolve the sales manager's issue regarding private box customers. What should you do?

Options:

A) Convert all incoming phone calls to leads.

B) Convert the sales manager's emails lo opportunities.

C) Convert the sales manager's emails to leads.

D) Convert the dean's phone call to an opportunity.

Answer:

A

Question 8

Question Type: **OrderList**

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.

:
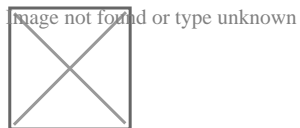
Answer:

Create a lead with high priority

Question 9

You need to configure the credit and reference screening playbook to meet the requirements.

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

NOTE: Each correct selection is worth one point.

Answer:

Explanation:

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

Liberty's Delightful Sinful Bakery & Cafe (Liberty's) sells baked goods to only commercial customers for resale from its East and West territories. The bakery acquired a company that it will incorporate as its retail line of business. Each territory will contain a Retail and Commercial territory.

Liberty's has two territories, each divided as shown below.

Configuration:

* The Commercial territory has a different price list than the Retail territory.

* The criteria used to measure the probability of a sale will be different for retail and commercial.

* All loaves cost the same and all buns cost the same.

* Auto-create records for newly qualified leads is turned on to simplify the lead qualification process.

* Liberty's logs all phone calls, appointments, and emails in Dynamics 365 Sales.

* Accounts were imported for the Retail territory.

* Liberty's finds that the information on their accounts and contacts are often outdated.

* Liberty's must use Microsoft Relationship Sales.

Question 10

Question Type: **MultipleChoice**

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.

Options:

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:

A, B

Question 11

Question Type: MultipleChoice

You are a Dynamics 365 administrator for a dental office.

You need to create a process in Sales Hub to ensure that team members perform the following actions:

* Call patients to remind them about upcoming appointments.

* Update patient contact information.

What should you create?

Options:

A) a task flow

B) a business rule

C) a calendar

D) an on-demand workflow

Answer:

A