



Free Questions for MB-910 by certsinside

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Question 1

Question Type: MultipleChoice

A company uses leads and opportunities to track potential sales. Salespeople have a difficult time determining prioritizing opportunities. You need to ensure opportunities are categorized to ensure sales efficiency. Which feature should you implement?

Options:

- A- Predictive opportunity scoring
- B- Price calculation
- C- Kanban view
- D- Sales forecast

Answer:

A

Question 2

Question Type: DragDrop

You plan to use sales forecasts in Dynamics 365 Sales.

You need to explain how forecasts can benefit the salesperson, their manager, and the sales enablement manager.

Which forecasting benefits should you explain? To answer, move the appropriate forecasting benefits to the correct sales role. You may use each forecasting benefit once, more than once, or not at all. You may need to move the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

The screenshot shows a drag-and-drop interface. On the left, under 'Forecasting benefits', there are three items: 'Prioritizes deals', 'Provides guidance', and 'Plans execution strategies'. On the right, under 'Forecasting benefits for different sales roles', there are three roles: 'Salesperson', 'Sales manager', and 'Sales enablement manager'. A vertical split bar is positioned between the two panes. A horizontal line is drawn across the interface, passing through the 'Sales enablement manager' role and the 'Provides guidance' benefit. A blue dot is placed on the split bar, and a blue arrow points from this dot to the 'Provides guidance' benefit, indicating it has been moved to that role. The word 'Answer:' is written in blue over the 'Provides guidance' benefit.

Forecasting benefits

- ☰ Prioritizes deals
- ☰ Provides guidance
- ☰ Plans execution strategies

Forecasting benefits for different sales roles

- Salesperson
- Sales manager
- Sales enablement manager

Answer: Provides guidance

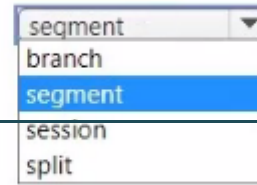
Question 3

Question Type: Hotspot

A company is using Dynamics 365 Customer Insights - Journeys to collect customer contact information. The company plans to send marketing emails to customers who have similar characteristics. You need to configure a group of contacts based on common characteristics. Select the answer that correctly completes the sentence.

Contact grouping

To send marketing emails to a group of contacts based on common characteristics, configure a



A screenshot of a dropdown menu. The menu is open, showing four options: 'segment', 'branch', 'session', and 'split'. The 'segment' option is highlighted in blue. A mouse cursor is positioned over the top of the dropdown menu.

Answer:

Question 4

Question Type: DragDrop

A company implements Dynamics 365 Sales.

You need to recommend the features to implement that meet the following requirements:

Display a landing page when a sales manager signs in that shows the pipeline, top leads, open opportunities, and won opportunities.

Display an interactive list that allows sales representatives to see details for their accounts including the name, address, phone number, contact, and last contact date for the account. Allow sorting by any column.

Which features should you recommend?

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.

Answer Area

Features	Requirement	Feature
<input type="checkbox"/> Answer	Display a landing page when a sales manager signs in that shows the pipeline, top leads, open opportunities, and won opportunities.	<input type="checkbox"/>
<input type="checkbox"/> Report <input type="checkbox"/> Explanation: <input type="checkbox"/> View	Display an interactive list that allow sales representatives to see details for their accounts including the name, address, phone number, contact, and last contact date for the account. Allow sorting by any column.	<input type="checkbox"/>

<https://docs.microsoft.com/en-us/powerapps/maker/model-driven-apps/create-edit-views>

Question 5

Question Type: DragDrop

All employees at a company use Office 365. You are setting up Dynamics 365 Sales for the company. Only some employees will have licenses for Dynamics 365 Sales.

You need to recommend solutions for the company.

What should you recommend? To answer, drag the appropriate solutions to the correct requirements. Each solution 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 Area

Solutions Answer:	Requirement	Solution
Microsoft Teams ns	Ensure that all employees can participate in the lead qualification process	<input type="text"/>
LinkedIn Sales Navigator	Display the latest news about the currently selected Lead record to Dynamics 365 Sales users	<input type="text"/>
Microsoft Dataverse	Acquire relevant account information from Dynamics 365 Finance.	<input type="text"/>
Knowledge Articles s		<input type="text"/>

Question 6

Question Type: Hotspot

A company uses Dynamics 365 Sales. The company plans to use SharePoint Online to manage documents. For each of the following statements, select Yes if the statement is true. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Answer Area

Statement	Yes	No
Answer: SharePoint Online uses document security settings from Dynamics 365 Sales.	<input type="radio"/>	<input type="radio"/>
Explanation: You can access SharePoint Online documents from within Dynamics 365 Sales. https://docs.microsoft.com/en-us/power-platform/admin/set-up-dynamics-365-online-to-use-sharepoint-online	<input type="radio"/>	<input type="radio"/>
SharePoint Online users can access files saved to SharePoint Online without signing into Dynamics 365 Sales.	<input type="radio"/>	<input type="radio"/>

Question 7

Question Type: Hotspot

A consulting firm uses Dynamics 365 Project Operations to manage the following types of work for clients:

Monthly bookkeeping services that take four hours

Yearly tax filings with variable hours that are based on a client's needs for one year Reimbursements for unplanned government filing fees

You need to create opportunity rows.

Which type of service should you use for each type of work? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Work type

Service type

Answer:

Monthly bookkeeping services that take four hours.

Explanation:

<https://docs.microsoft.com/en-us/dynamics365/project-operations/psa/basic-quote-lines#billing-types>

Yearly tax filings with variable hours that are based on a client's needs for one year.

Question 8

Question Type: Hotspot
Reimbursements for unplanned government filing fees.

You are a project manager for a company that uses Dynamics 365 Project Operations.

You need to determine whether a specific resource has availability to work on a project.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

NOTE: Each correct selection is worth one point.

Project-based service with Time and Material billing method	
Project-based service with Fixed Price billing method	
Product as Write-In Product	
Product as Existing Product	
Project-based service with Time and Material billing method	
Project-based service with Fixed Price billing method	
Product as Write-In Product	
Product as Existing Product	
Project-based service with Time and Material billing method	
Project-based service with Fixed Price billing method	
Product as Write-In Product	
Product as Existing Product	

Answer Area

Statement	Yes	No
Answer: You can use the Schedule Board to determine when the resource is available.	<input type="radio"/>	<input type="radio"/>
Explanation: You can use the Active Role Utilization chart to determine when the resource is available. https://docs.microsoft.com/en-us/dynamics365/project-operations/psa/resource-management-book-resources-scheduleboard	<input type="radio"/>	<input type="radio"/>
https://docs.microsoft.com/en-us/dynamics365/project-operations/resource-management/resource-reconciliation-overview You can use Resource Reconciliation to determine when the resource is available.	<input type="radio"/>	<input type="radio"/>

Question 9

Question Type: DragDrop

A company uses Dynamics 365 Project Operations. You use the Project Operations Team Member app. You need to correct a submitted time entry.

Which functionality should you use? To answer, drag the appropriate functionalities to the correct scenarios. Each functionality 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 Area

Functionalities	Scenario	Functionality
Answer: Recall	Update the hours.	
Explanation: Explanation	Update the project task.	
Copy row 1		

<https://docs.microsoft.com/en-us/dynamics365/project-operations/time/ui-behavior-time>

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