

DUMPS ARENA

Microsoft Dynamics 365 for Sales

Microsoft MB-210

Version Demo

Total Demo Questions: 15

Total Premium Questions: 250

Buy Premium PDF

<https://dumpsarena.co>

sales@dumpsarena.co

sales@dumpsarena.co
dumpsarena.co

Topic Break Down

Topic	No. of Questions
Topic 1, Case Study 1	5
Topic 2, Case Study 2	5
Topic 3, Case Study 3	4
Topic 4, Case Study 4	5
Topic 5, Case Study 5	5
Topic 6, Case Study 6	6
Topic 7, Case Study 7	8
Topic 8, Case Study 8	7
Topic 9, Mixed Questions	205
Total	250

QUESTION NO: 1

You are a salesperson working with Dynamics 365. Your role includes working with opportunities.

You successfully close a sale.

Which two actions should you perform? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A.** Change Est. Revenue to Actual amount
- B.** Set the Status reason to Won.
- C.** Change Est. Close Date to Actual close date.
- D.** Change the Actual Revenue to Actual amount.

ANSWER: A D**Explanation:**

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

QUESTION NO: 2 - (SIMULATION)**SIMULATION**

Please wait while the virtual machine loads. Once loaded, you may proceed to the lab section. This may take a few minutes, and the wait time will not be deducted from your overall test time.

When the Next button is available, click it to access the lab section. In this section, you will perform a set of tasks in a live environment. While most functionality will be available to you as it would be in a live environment, some functionality (e.g., copy and paste, ability to navigate to external websites) will not be possible by design.

Scoring is based on the outcome of performing the tasks stated in the lab. In other words, it doesn't matter how you accomplish the task, if you successfully perform it, you will earn credit for that task.

Labs are not timed separately, and this exam may have more than one lab that you must complete. You can use as much time as you would like to complete each lab. But, you should manage your time appropriately to ensure that you are able to complete the lab(s) and all other sections of the exam in the time provided.

Please note that once you submit your work by clicking the Next button within a lab, you will NOT be able to return to the lab.

You need to create a copy of Sales Dashboard and name the dashboard Sales Dashboard 2. The new dashboard must NOT include a view that displays the activities widgets.

To complete this task, sign in to the Dynamics 365 portal.

ANSWER: See explanation below.

Explanation:

1. Navigate to Dashboards.
2. Open the Sales Dashboard.
3. Click Save As and enter the name Sales Dashboard 2 to save a copy of the dashboard.
4. Click Edit.
5. Select the view that displays the activities widgets. 6. Click Remove
7. Click Save.

QUESTION NO: 3

You need to create orders for large quantity purchases.

What are two possible ways to achieve this goal? Each correct answer presents a complete solution

NOTE: Each correct selection is worth one point.

- A. Create an invoice from the order record.
- B. Make a copy of the quote and save it as won.
- C. Select Won when prompted.
- D. Select a Create order from the Quote record.
- E. Select Convert to work order from the Opportunity record.

ANSWER: B D

Explanation:

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-professional/create-orders-sp>

QUESTION NO: 4 - (DRAG DROP)

DRAG DROP

You need to create invoices for all customers.

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

NOTE: Each correct selection is worth one point.

Select and Place:

Products

- Price List Product
- Non-catalog Product
- Opportunity Product

Answer Area

Option

- Existing product
- Write-in product
- Get product

Product

- product
- product
- product

ANSWER:

Products

- Price List Product
- Non-catalog Product
- Opportunity Product

Answer Area

Option

- Existing product
- Write-in product
- Get product

Product

- Price List Product
- Non-catalog Product
- Opportunity Product

Explanation:

Manage Sales Entities

QUESTION NO: 5 - (HOTSPOT)

HOTSPOT

You need to configure territories and membership.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Territories

Number of territories to set up

Configuration

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

	▼
Each salesperson should be added to a single territory	
They should be added to all territories	
A special territory should be created, and they should be added to it	

ANSWER:

Answer Area

Territories

Number of territories to set up

Configuration

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

	▼
Each salesperson should be added to a single territory	
They should be added to all territories	
A special territory should be created, and they should be added to it	

Explanation:

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

QUESTION NO: 6

You are a system customizer in Dynamics 365 Sales.

You need to set up product families.

Which option is available?

- A. Create a maximum of 10 child product families
- B. Set a product bundle as a parent of a product family
- C. Add the product to multiple product families
- D. Set a product property as an option set

ANSWER: D

Explanation:

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/use-properties-describe-product>

QUESTION NO: 7

A company uses Dynamics 365 Sales.

You need to email a quote to a customer.

Which user interface option should you use?

- A. Assign
- B. Share
- C. Form Editor
- D. Print Quote for Customer

ANSWER: D

QUESTION NO: 8

You are updating a price list item in Dynamics 365 Sales.

You need to manually enter the price of a product for a price list item.

Which pricing method should you use?

- A. Percent of List
- B. Percent Markup - Current Cost
- C. Percent Margin - Standard Cost

D. Currency Amount

ANSWER: D

Explanation:

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-products>

QUESTION NO: 9

You manage a Dynamics 365 Sales environment.

You need to ensure that all possible activities are automatically converted to leads by using the record creation rule.

Which three activities can you convert to leads? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Service activity
- B. Email
- C. Phone call
- D. Task
- E. Custom activity

ANSWER: B C D

QUESTION NO: 10

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 in this section, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Add a new currency and configure the currency precision and symbol.

Does the solution meet the goal?

- A. Yes

B. No

ANSWER: A

QUESTION NO: 11 - (HOTSPOT)

HOTSPOT

A company uses Dynamics 365 Sales. You add the Kanban control to the Opportunity entity.

You plan to implement Kanban views in the system. The implementation must accomplish the following:

- Set up opportunities so they are visible in Kanban views.
- Ensure that the default view displays the opportunities in the sales cycle.
- Ensure that users know how to change the status in the Kanban status view without opening the full record.

You need to complete the Kanban setup.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Requirement

Action

Set up Kanban.

- In App Settings, select the correct setting.
- On the View menu, select the correct view.
- In Advanced settings, select the correct setting.
- On the command bar, select Show As, and then select the correct setting.

View the opportunities in the sales cycle.

- Change the Kanban type to Status.
- Change the view to All Opportunities.
- Change the view to Partner Opportunities.
- Change the Kanban type to a business process flow.

Change the status to the same status view.

- Drag the opportunity to another column.
- Create a new opportunity with the correct status.
- Drag the opportunity to the bottom of the column.
- Create a lead and qualify the lead with the new status.

ANSWER:

Answer Area

Requirement

Action

Set up Kanban.

- In App Settings, select the correct setting.
- On the View menu, select the correct view.
- In Advanced settings, select the correct setting.
- On the command bar, select Show As, and then select the correct setting.

View the opportunities in the sales cycle.

- Change the Kanban type to Status.
- Change the view to All Opportunities.
- Change the view to Partner Opportunities.
- Change the Kanban type to a business process flow.

Change the status to the same status view.

- Drag the opportunity to another column.
- Create a new opportunity with the correct status.
- Drag the opportunity to the bottom of the column.
- Create a lead and quality the lead with the new status.

Explanation:

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/opportunity-kanban-view>

QUESTION NO: 12

A company uses Dynamics 365 Sales Professional.

A new enterprise sales team must be created. The sales manager will be responsible for adding members and removing members from the team.

You need to create the new sales team.

Which two values must you configure? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Team administrator
- B. Team channel name
- C. Team name
- D. Team description

E. Business unit name

ANSWER: C E

Explanation:

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-professional/manage-teams>

QUESTION NO: 13 - (DRAG DROP)


DRAG DROP

You manage a Dynamics 365 for Sales environment.

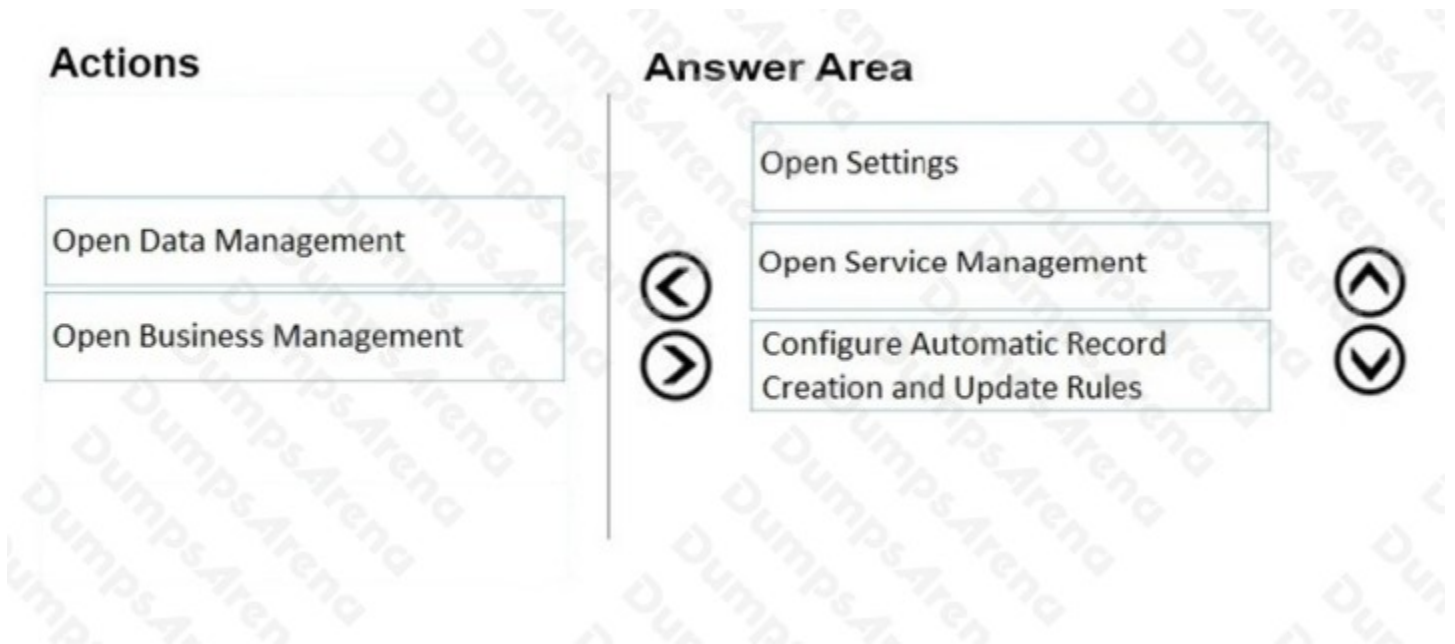
You need to automatically create records for salespeople when they complete phone call activities.

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:

Actions	Answer Area
Open Settings	
Open Data Management	
Open Business Management	
Open Service Management	
Configure Automatic Record Creation and Update Rules	

ANSWER:

**Explanation:**

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

QUESTION NO: 14

You need to ensure that a user named User1 can assign salespeople to sales territories. The solution must use the principle of least privilege.

To which security role should you assign User1?

- A. Sales Person
- B. Delegate
- C. System Customizer
- D. CEO – Business Manager

ANSWER: D**QUESTION NO: 15**

You are a Dynamics 365 Sales administrator for a company. All sales representatives at the company have smart phones.

You need to recommend a solution that allows sales representatives to take photos of the opportunity notes and use the photo as input for new opportunities in Dynamics 365.

Which two options will achieve the goal? Each correct answer presents a complete solution.

NOTE: Each correct answer is worth one point.

- A. AI Builder with Dynamics 365 for phones
- B. Canvas App with a flow button
- C. AI Builder with Power Automate instant flow
- D. Dynamics 365 for phones only

ANSWER: B C