

최신버전MB-280적중율높은시험덤프자료퍼펙트한덤프 프로시험패스하여자격증을취득하기



참고: DumpTOP에서 Google Drive로 공유하는 무료, 최신 MB-280 시험 문제집이 있습니다:
<https://drive.google.com/open?id=1euOm7tBDredUcwDQ0wI0p3uUvN9o5jCa>

IT전문가들이 자신만의 경험과 끊임없는 노력으로 만든 최고의Microsoft MB-280학습자료---- DumpTOP의 Microsoft MB-280덤프! Microsoft MB-280덤프로 시험보시면 시험패스는 더는 어려운 일이 아닙니다. 사이트에서 데모를 다운로드 받아 보시면 덤프의 일부분 문제를 먼저 풀어보실수 있습니다.구매후 덤프가 업데이트되면 업데이트버전을 무료로 드립니다.

DumpTOP 는 여러분의 IT전문가 꿈을 이루어드리는 사이트 입니다. DumpTOP는 여러분이 우리 자료로 관심 가는 인증 시험에 응시하여 안전하게 자격증을 취득할 수 있도록 도와드립니다. 아직도Microsoft MB-280인증시험으로 고민하시고 계십니까?Microsoft MB-280인증시험가이드를 사용하실 생각은 없나요? DumpTOP는 여러분에 편리를 드릴 수 있습니다. DumpTOP의 자료는 시험대비최고의 덤프로 시험패스는 문제없습니다. DumpTOP의 각종인증시험자료는 모두기출문제와 같은 것으로 덤프보고 시험패스는 문제없습니다. DumpTOP의 퍼펙트한 덤프인 MicrosoftMB-280인증 시험자료의 문제와 답만 열심히 공부하면 여러분은 완전 안전히Microsoft MB-280인증자격증을 취득하실 수 있습니다.

>> MB-280적중율 높은 시험덤프자료 <<

MB-280인증문제, MB-280최고품질 덤프문제보기

Microsoft MB-280 시험탈락시Microsoft MB-280덤프비용전액을 환불해드릴만큼 저희 덤프자료에 자신이 있습니다.

DumpTOP에서는 Microsoft MB-280 덤프를 항상 최신버전이도록 보장해드리고 싶지만 Microsoft MB-280 시험문제 변경시점을 예측할 수 없어 시험에서 불합격받을 수도 간혹 있습니다. 하지만 시험에서 떨어지면 덤프비용을 전액 환불해드려 고객님의 이익을 보장해드립니다.

Microsoft MB-280 시험요강:

주제	소개
주제 1	Extend and Enhance Dynamics 365 Sales Capabilities: For Dynamics 365 Sales Professionals, this section evaluates the ability to extend Dynamics 365 Sales functionality and integrate it with other applications using Power Platform tools.
주제 2	Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.
주제 3	Implement Dynamics 365 Sales: This section focuses on the essential processes for setting up and managing Dynamics 365 Sales effectively for Dynamics 365 Sales Professionals.
주제 4	Implement Security and Customizations in Dynamics 365 Sales: This section addresses the implementation of security measures and customization options within Dynamics 365 Sales for Dynamics 365 Sales Professionals.

최신 Microsoft Certified MB-280 무료 샘플문제 (Q99-Q104):

질문 # 99

A marketing user wants to target two groups of customers:

1. All customers that live in Paris.
2. All customers that have made more than ten online purchases.

You decide to meet this requirement by making quick segments.

Which two options should you use as the base in the quick segments? Each correct answer presents part of the solution. (Choose two.) NOTE: Each correct selection is worth one point.

- A. Profiles
- B. Enrichments
- C. Insights
- D. Measures
- E. Data tables

정답: A,D

설명:

* All customers that live in Paris.

Customer profile data has address information.

* All customers that have made more than ten online purchases.

Incorrect:

Not Data tables [Not available for Quick Segments]

Not Enrichments [Not available for Quick Segments]

Note:

Quick segments let you build simple segments with a single operator quickly for faster insights. Quick segments are only supported in environments for individual customers.

Create a new segment with quick segments

1. Go to Insights > Segments.

2. Select New > Create from

Select the Profiles option to build a segment that is based on the unified customer table.

Select the Measures option to build a segment around measures you have previously created.

Select the Insights option to build a segment around one of the output tables you generated using either the Predictions or Custom Models capabilities.

3. In the New quick segment dialog box, select an attribute from the Field dropdown.

Etc.

Reference:

<https://learn.microsoft.com/en-us/dynamics365/customer-insights/data/enrichment-hub>

<https://learn.microsoft.com/en-us/dynamics365/customer-insights/data/segment-quick>

질문 # 100

You are the Dynamics 365 administrator at an organization that uses both Dynamics 365 Customer Insights - Journeys and Dynamics 365 Sales.

You have configured Customer Insights - Journeys to create leads from web form submissions. You also allow your sales users to create leads using the user interface.

Your organization has recently hosted an event at a conference.

* You have a Customer Insights - Journeys web form to capture leads immediately at the conference.

* You expect sales users to enter lead information for prospects they meet at the event in the week after the conference.

You need to keep your data clean while also capturing all the valid leads from the event. What should you do?

- A. Go to the classic editor and remove Create permissions from the security group for sales users.
- **B. Go to business management settings and enable duplicate detection on leads based on email.**
- C. Go to The settings area in Customer Insights - Journeys and ensure the default form matching strategy is selected.
- D. Go to the form in Customer Insights - Journeys and update the form so that it can either create new leads or update existing leads.

정답: B

설명:

Requirement Analysis:

The organization is collecting lead data from two sources: a web form created in Customer Insights - Journeys and manual entries by sales users. This setup could lead to duplicate entries if a lead is submitted through the web form and then entered manually by a sales user afterward.

To ensure data integrity and avoid duplication, it is essential to implement a mechanism that identifies and manages duplicates automatically.

Solution - Enabling Duplicate Detection:

In Dynamics 365, duplicate detection can be configured to alert users or prevent the creation of records that already exist based on certain criteria (such as email).

By enabling duplicate detection based on email addresses, the system will compare incoming lead data with existing records and prompt users if a duplicate is identified. This feature will ensure that leads collected from different sources are not duplicated unnecessarily.

Steps to Enable Duplicate Detection for Leads Based on Email:

Navigate to Settings > Data Management > Duplicate Detection Rules in Dynamics 365.

Create a new Duplicate Detection Rule for the Lead entity. Specify that the system should check for duplicate records based on the email field.

Publish the rule and ensure it is activated.

After activation, this rule will prompt users whenever a duplicate email is detected, either from the Customer Insights - Journeys web form or manual entry by sales users.

Reference:

Benefits of Using Duplicate Detection:

This approach does not restrict users from creating leads but ensures that duplicate entries are flagged, allowing users to review and decide whether to proceed.

It maintains data cleanliness by preventing unnecessary duplicates while ensuring all valid leads are captured from different sources.

By implementing this solution, the organization can effectively manage potential duplicate leads, keeping the data clean and accurate across both Customer Insights - Journeys and Dynamics 365 Sales.

질문 # 101

Drag and Drop Question

You are a Dynamics 365 Sales system customizer.

Salespeople report that they cannot search for open and closed opportunities using the search tool in the Quick Find View.

You need to configure the search tool to show the open and closed opportunities in the Customize the System area.

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

□

정답 :

설명:

□ Explanation:

1. Open the Quick Find View.

The Quick Find View controls what records are shown when users search for opportunities.

2. Delete the filter criteria Status "Equals Open."

The current filter is restricting search results to only open opportunities.

3. Change the filter criteria to Status "Does Not Equal Open."

This ensures that both open and closed opportunities are included in search results.

질문 # 102

Hotspot Question

You are working a list of leads in Dynamics 365 Sales.

You have a custom security role that contains the following privileges:

- create and edit user-level privileges on the lead and note entities.
- business unit-level append, append to, and assign privileges on the lead and note entities.
- organization-level share privileges on the lead and note entities.

You need to perform the following actions on leads:

- add notes to leads.
- assign leads to other users.

How should you manage leads? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

□

정답 :

설명:

□ Explanation:

Add notes to leads - "Leads owned by you only"

The role has user-level create and edit privileges on the lead and note entities, meaning the user can only create and edit records that they personally own.

Assign leads to other users - "Leads owned by your business unit and its child business units only" The role has business unit-level assign privileges, which allows the user to assign leads within their own business unit and its child business units but not across the entire organization.

질문 # 103

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 this meet the goal?

- A. Yes
- B. No

정답: B

질문 # 104

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여러분은 먼저 우리 DumpTOP사이트에서 제공되는 Microsoft인증MB-280시험덤프의 일부분인 데모를 다운받으셔서 체험해보세요. DumpTOP는 여러분이 한번에Microsoft인증MB-280시험을 패스하도록 하겠습니다. 만약Microsoft인증MB-280시험에서 떨어지셨다고 하면 우리는 덤프비용전액 환불입니다.

MB-280인증문제 : <https://www.dumptop.com/Microsoft/MB-280-dump.html>

- MB-280최신 덤프데모 다운 □ MB-280최신 인증시험 기출자료 □ MB-280최신 시험덤프자료 □ >

[illegible]

BONUS!!! DumpTOP MB-280 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=1euOm7tBDredUcwDQ0wI0p3uUvN9o5jCa>