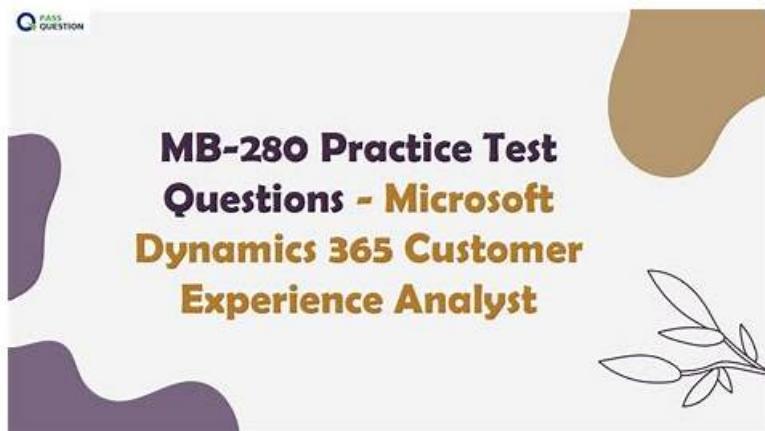


100% Pass Quiz MB-280 - Latest Exam Microsoft Dynamics 365 Customer Experience Analyst Cram



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The advent of our MB-280 exam questions with three versions has helped more than 98 percent of exam candidates get the certificate successfully. They are the PDF version, Software version and the APP online version which are co-related with the customers' requirements. All content of our MB-280 Exam Materials are written based on the real exam specially. And MB-280 simulating questions are carefully arranged with high efficiency and high quality. Besides, MB-280 guide preparations are afforded by our considerate after-sales services.

Microsoft MB-280 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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.
Topic 2	<ul style="list-style-type: none">Configure and Customize Dataverse and Model-Driven Apps: This section covers the ability of Dynamics 365 Sales Professionals in the configuration and customization of Dataverse and model-driven apps to meet business needs.
Topic 3	<ul style="list-style-type: none">Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.
Topic 4	<ul style="list-style-type: none">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.
Topic 5	<ul style="list-style-type: none">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.

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Detailed MB-280 Answers, MB-280 Reliable Exam Labs

Having a good command of professional knowledge for customers related to this MB-280 exam is of superior condition. However, that is not certain and sure enough to successfully pass this exam. You need efficiency and exam skills as well. Actually, a great majority of exam candidates feel abstracted at this point, wondering which one is the perfect practice material they are looking for.

To make things clear, we will instruct you on the traits of our MB-280 real materials one by one. Here we recommend our MB-280 guide question for your reference.

Microsoft Dynamics 365 Customer Experience Analyst Sample Questions (Q110-Q115):

NEW QUESTION # 110

You use document management in Dynamics 365 Sales. You use a single, parent SharePoint site collection with several child site records configured for each geographical region.

You make a change on SharePoint to rename one of the child sites.

You need to ensure the document management capabilities continue to function for all associated records.

What should you do?

- A. Update the absolute URL.
- B. Create a new site record.
- **C. Update the relative URL.**
- D. Create a new document location.

Answer: C

Explanation:

Since a child site within the existing SharePoint site collection has been renamed, the best approach is to update the relative URL in Dynamics 365 Sales. The relative URL defines the path within the parent site and must match the new name to ensure document management continues to function correctly.

NEW QUESTION # 111

You are the Dynamics 365 Sales administrator for an electronics company.

The sales team is having difficulty locating different products in the same category - for instance; all versions of flat screen TV available.

You need to make it easier for the sales team to navigate through products via taxonomy.

What should you use?

- A. Product unit groups
- B. Product bundles
- C. Related products
- **D. Product families**

Answer: D

Explanation:

Using Product families allows you to group similar products together under a common category or taxonomy. For example, you can create a product family for all versions of flat screen TVs, making it easier for the sales team to locate and navigate through different models within that category. This organization helps streamline product searches and improves overall efficiency in managing product offerings.

NEW QUESTION # 112

A company is implementing the Dynamics 365 Sales mobile app.

The company requires setup of several push notifications for sellers who use the app.

You need to create the push notifications.

Which feature should you use?

- A. Classic Dataverse workflow
- **B. Cloud flow**
- C. Plug-in

Answer: B

Explanation:

To create push notifications for users of the Dynamics 365 Sales mobile app, you should use Cloud flows (part of Microsoft Power

Automate). Cloud flows can automate notifications based on certain triggers or conditions, allowing you to send push notifications to mobile app users effectively.

NEW QUESTION # 113

You are designing the user experience for sales users at your organization for a variety of tasks.

One of the user experience requirements is for sales users to be able to see information from custom attributes created for originating leads for opportunities WITHOUT having to navigate to the Lead record.

You are already signed in to the correct editing application and you now need to configure the user experience in Dynamics 365 Sales to enable this.

Which five actions should you perform in sequence before saving and publishing your changes? To answer, move the five appropriate actions from the list of actions to the answer are a. Arrange the five actions 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

Answer:

Explanation:

Reference:

In the Forms Area, Create a Quick View Form with the Required Columns:

Within the Lead table, go to the Forms section and create a Quick View form. The Quick View form will be designed to include the necessary custom attributes from the Lead table.

This step is crucial as the Quick View form will later be embedded in the Opportunity form to provide context about the originating lead.

Select Tables > Opportunity:

After configuring the Quick View form in the Lead table, navigate to the Opportunity table where you will embed this Quick View form.

In the Forms Area, Select the Main Form You Wish to Update:

Within the Opportunity table, go to the Forms area, and select the Main Form that sales users will use. This is where you will add the Quick View form created from the Lead table.

Add the Quick View Form as a Component:

Finally, add the previously created Quick View form as a component on the Opportunity Main Form. This will enable the embedded display of lead information, allowing users to view lead data directly within the Opportunity form.

Once added, save and publish the form to make the changes effective.

By following these steps, sales users can access lead information within the Opportunity form itself, streamlining their workflow by removing the need to navigate to the Lead record.

New

NEW QUESTION # 114

A company has two departments. Each department uses only custom forms and views designed for each department. Currently, all users can view all forms and views.

The company wants to improve usability for its users.

You need to limit users to only individual department forms and views.

What should you do?

- A. Add an area for each department within the site map
- B. Use a hierarchy security model.
- C. Create a model-driven app for each department.
- D. Use security roles.

Answer: D

Explanation:

In Dynamics 365 Sales, security roles control access to different forms, views, and records. To ensure that each department can only access their respective custom forms and views, you should assign security roles to the forms and views. This allows you to restrict users based on their department so they only see the forms and views relevant to them.

How it works:

1. Edit the form properties Assign the form to specific security roles.
2. Edit the view properties Restrict views based on security roles.
3. Ensure users have the correct security roles

Users in Department A will only see their assigned forms and views, and the same applies to Department B.

NEW QUESTION # 115

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