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MB-210: Microsoft Dynamics 365 Sales Functional Consultant 2024/2025 Exam Questions and Answers | 100% Pass

Configure model-driven apps - ANSWER ✓ ✓ 1. Sign into Power Apps.

2. Select an environment to store, manage, and share your organization's business data, apps, chatbots, and flows.

3. Create your model-driven app by selecting New > App > Model-driven app.

4. Add pages to your app.

5. Publish your app.

6. Run your app on a desktop computer.

7. Run your app on mobile.

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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q94-Q99):

NEW QUESTION # 94

A company sells telephones. The company has a list of telephone colors that customers can choose.

For one month, the company wants to sell a red phone at a special price.

You need to set up the red phone for the sales team.

How should you configure the product and price list items? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement	Configuration
Allow the sales team to select the red phone.	<input type="checkbox"/> Create a red phone product. <input type="checkbox"/> Revise the telephone product. <input type="checkbox"/> Override the properties of the telephone. <input type="checkbox"/> Overwrite the properties of the telephone.
Allow the sales team to select special pricing for the red phone.	<input type="checkbox"/> Create a price list item for the telephone. <input type="checkbox"/> Create a price list item for the red phone product. <input type="checkbox"/> Update the existing price list item for the telephone. <input type="checkbox"/> Update the telephone default price list to a price list that lasts one month.

Answer:

Explanation:

Requirement	Configuration
Allow the sales team to select the red phone.	<input checked="" type="checkbox"/> Create a red phone product. <input type="checkbox"/> Revise the telephone product. <input type="checkbox"/> Override the properties of the telephone. <input type="checkbox"/> Overwrite the properties of the telephone.
Allow the sales team to select special pricing for the red phone.	<input type="checkbox"/> Create a price list item for the telephone. <input type="checkbox"/> Create a price list item for the red phone product. <input checked="" type="checkbox"/> Update the existing price list item for the telephone. <input type="checkbox"/> Update the telephone default price list to a price list that lasts one month.

Explanation

Table Description automatically generated

Requirement	Configuration
Allow the sales team to select the red phone.	<input checked="" type="checkbox"/> Create a red phone product. <input type="checkbox"/> Revise the telephone product. <input type="checkbox"/> Override the properties of the telephone. <input type="checkbox"/> Overwrite the properties of the telephone.
Allow the sales team to select special pricing for the red phone.	<input type="checkbox"/> Create a price list item for the telephone. <input type="checkbox"/> Create a price list item for the red phone product. <input checked="" type="checkbox"/> Update the existing price list item for the telephone. <input type="checkbox"/> Update the telephone default price list to a price list that lasts one month.

Reference:

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

NEW QUESTION # 95

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.

Records and Components

- units
- products
- price lists
- product families
- price list items
- discount lists
- unit groups

Answer Area



Answer:

Explanation:

Records and Components

- units
- products
- price lists
- product families
- price list items
- discount lists
- unit groups

Answer Area

unit groups

units

products

price list items

price lists



Explanation

units

products

price list items

price lists

NEW QUESTION # 96

A company uses Dynamics 365 Sales.

A sales manager wants to send an email to all contacts who live in a specific city. The manager does not want to create an email template or reuse the list of contacts. The email must be created and sent automatically.

You need to configure the system to send the email.

Which three actions should you recommend be performed in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

NOTE: Each correct selection is worth one point.

Actions	Answer area
Set up email activities so they do not close.	
Set up email activities to close.	
Filter the Contacts view to show only contacts from the specific city.	
Create a quick campaign.	
Create a direct email.	

Microsoft

Actions

Set up email activities so they do not close.

Set up email activities to close.

Filter the Contacts view to show only contacts from the specific city.

Create a quick campaign.

Create a direct email.

Answer area

Filter the Contacts view to show only contacts from the specific city.

Create a quick campaign.

Create a direct email.

Microsoft

Answer:

Explanation:

Actions	Answer area
Set up email activities so they do not close.	
Set up email activities to close.	
Filter the Contacts view to show only contacts from the specific city.	
Create a quick campaign.	
Create a direct email.	

Microsoft

Actions

Set up email activities so they do not close.

Set up email activities to close.

Filter the Contacts view to show only contacts from the specific city.

Create a quick campaign.

Create a direct email.

Answer area

Filter the Contacts view to show only contacts from the specific city.

Create a quick campaign.

Create a direct email.

Microsoft

Explanation

Actions	Answer area
Set up email activities so they do not close.	
Set up email activities to close.	

Microsoft

Actions

Set up email activities so they do not close.

Set up email activities to close.

Answer area

1 Filter the Contacts view to show only contacts from the specific city.

2 Create a quick campaign.

3 Create a direct email.

Microsoft

NEW QUESTION # 97

A customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase. The customer is now ready to complete the purchase.

You need to create a quote from the opportunity.

Solution: Convert the Opportunity to a quote.

Does the solution meet the goal?

- A. No
- B. Yes

Answer: B

Explanation:

Explanation

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quotesales->

NEW QUESTION # 98

You are implementing Dynamics 365 Sales for a company.

The company wants to use features that do the following:

- * Provide a salesperson with up-to-date information on email, meetings, and more in Dynamics 365.
- * Retrieve information from emails about customers in Microsoft Dataverse without manual data entry.
- * Track read receipts to customers in Dataverse.

You need to configure the correct component.

What should you configure? To answer, drag the appropriate components to the correct requirements. Each component 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.

Components	Answer Area	Requirement	Component
Assistant		Provide a salesperson with up-to-date information on email, meetings, and more in Dynamics 365.	
Auto capture		Retrieve information from emails about customers in Dataverse without manual data entry.	
Email engagement			
Relation analytics		Track read receipts to customers in Dataverse.	

Answer:

Explanation:

Components	Answer Area	Requirement	Component
Assistant		Provide a salesperson with up-to-date information on email, meetings, and more in Dynamics 365.	Assistant
Auto capture		Retrieve information from emails about customers in Dataverse without manual data entry.	Auto capture
Email engagement			Email engagement
Relation analytics		Track read receipts to customers in Dataverse.	

Explanation

Components	Answer Area	Requirement	Component
Assistant		Provide a salesperson with up-to-date information on email, meetings, and more in Dynamics 365.	Assistant
Auto capture		Retrieve information from emails about customers in Dataverse without manual data entry.	Auto capture
Email engagement		Track read receipts to customers in Dataverse.	Email engagement
Relation analytics			

NEW QUESTION # 99

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