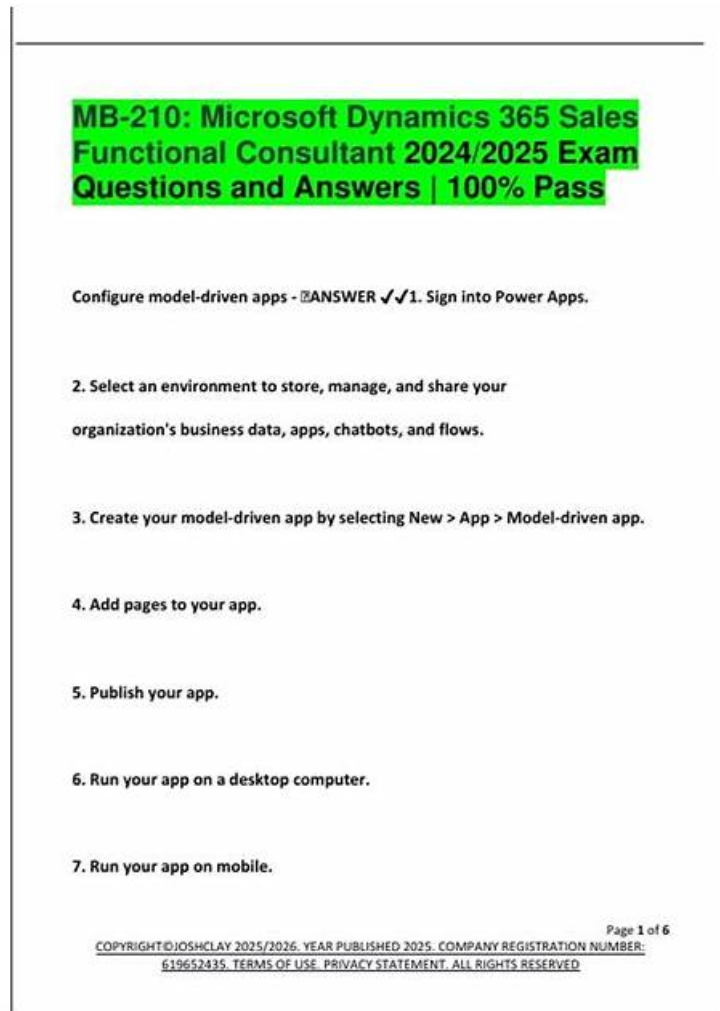


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### Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q94-Q99):

#### 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.	<div><div></div><div>Create a red phone product. Revise the telephone product. Override the properties of the telephone. Overwrite the properties of the telephone.</div></div>
Allow the sales team to select special pricing for the red phone.	<div><div></div><div>Create a price list item for the telephone. Create a price list item for the red phone product. Update the existing price list item for the telephone. Update the telephone default price list to a price list that lasts one month.</div></div>

**Answer:**

**Explanation:**



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

**Explanation**

Table Description automatically generated

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

**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.	

**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.	

**Explanation**

Actions	Answer area
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.

### 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	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	Track read receipts to customers in Dataverse.	
Relation analytics		

**Answer:**

Explanation:

Components	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		

Explanation

Components	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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