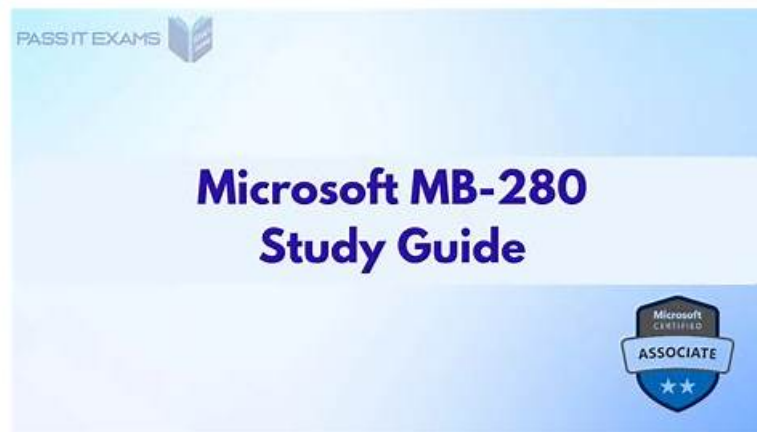


Dump MB-280 File, MB-280 Study Center



DOWNLOAD the newest PDFTorrent MB-280 PDF dumps from Cloud Storage for free: https://drive.google.com/open?id=1HRweXX__WoS_luMD52CLCOiwhZ0YOgk

PDFTorrent Microsoft MB-280 Dumps are validated by many more candidates, which can guarantee a high success rate. After you use our dumps, you still fail the exam so that PDFTorrent will give you FULL REFUND. Or you can choose to free update your exam dumps. With such protections, you don't need to worry.

Microsoft MB-280 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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.
Topic 5	<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.

>> Dump MB-280 File <<

MB-280 Study Center & Flexible MB-280 Learning Mode

The MB-280 test materials are mainly through three learning modes, Pdf, Online and software respectively. Among them, the software model is designed for computer users, can let users through the use of Windows interface to open the MB-280 test prep of learning. It is convenient for the user to read. The MB-280 test materials have a biggest advantage that is different from some online learning platform which has using terminal number limitation, the MB-280 Quiz torrent can meet the client to log in to learn more, at the same time, the user can be conducted on multiple computers online learning, greatly reducing the time, and people can use the machine online of MB-280 test prep more conveniently at the same time. As far as concerned, the online mode for mobile phone

clients has the same function.

Microsoft Dynamics 365 Customer Experience Analyst Sample Questions (Q27-Q32):

NEW QUESTION # 27

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. Forecast manager
- B. Sales team member
- C. Vice president of sales
- D. Sequence manager

Answer: C

Explanation:

Correct:

* Salesperson [Preferred]

* Vice president of sales [Too much privilege compared to Salesperson. It is the second best option to be used if Salesperson is not an option] Incorrect:

* Forecast manager [Too limited]

* System customizer [Too limited]]

Users who have full permission to customize the environment. Users with this role have organization-level access to custom entities and user-level access to system entities.

Access includes but not limited to

reate, read, write, delete, and customizations across all features in the application.

* Sales team member [Too limited]

* Sequence manager [Too limited]

* Vice president of sales [Too much privilege compared to Salesperson]

Users who typically manage the sales organization for several business units or the entire organization Access includes but not limited to Same permissions as the Sales Manager, except that their scope of access is broader.

Note 1:

* Sales Manager

Users who manage a team of sellers and are responsible for the team's performance. They're also responsible for creating and managing products, setting sales targets, and projecting sales forecasts.

Access includes but not limited to

Access to product management, sales management, sales forecasting, and goal management, along with the privileges of the Salesperson role.

Note 2:

The principle of least privilege means granting the user only the minimum permissions necessary to perform their tasks. In this case, to allow User1 to assign salespeople to sales territories, the Salesperson role typically includes privileges related to managing sales processes, such as territories, while limiting access to broader system functions like those available to a Vice President of Sales or System Customizer.

The System Customizer and Vice President of Sales roles would grant more permissions than necessary, which would violate the principle of least privilege. The Sales Team Member role is typically too limited for assigning salespeople to sales territories, which requires more specific access.

NEW QUESTION # 28

Drag and Drop Question

A company must decide whether to use push notifications or assistant cards in the Dynamics 365 Sales mobile app.

You need to recommend which functionality the company should use based on its scenarios.

Which functionalities should you recommend? To answer, move the appropriate functionalities to the correct requirements. Each functionality may be used once, more than once, or not at all. You may need to move the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

□

Answer:

Explanation:

Explanation:

Must be able to specify individual recipients - Push notifications

Push notifications allow specifying individual recipients, ensuring that only selected users receive real-time alerts directly on their mobile devices.

Supported by both the Sales mobile app and Sales Hub - Insight cards

Insight cards (also known as assistant cards) are supported in both the Sales mobile app and Sales Hub, providing contextual insights and reminders within the Dynamics 365 environment.

NEW QUESTION # 29

A company is using Dynamics 365 Sales to track their sales pipeline.

Sales managers require their forecasting to include reasons why opportunities were lost, including losses to competitors.

You need to configure the sales process WITHOUT using custom code.

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

NOTE: Each correct selection is worth one point.

Answer:

Explanation:

Reference:

Steps to Modify the Status Reason Option Set:

Go to Settings > Customizations > Customize the System.

Locate the Opportunity entity and open its Fields section.

Find and select the statuscode (Status Reason) field.

Add new options to represent specific loss types and save the changes.

Publish the customization to make the new Status Reason options available for users.

Requirement: Record the Loss for Forecasting

Sales managers need to include lost opportunities and their reasons in forecasting. To ensure that this information is captured accurately, modifying the Opportunity Close form will allow users to specify details when marking an opportunity as closed (won or lost).

By customizing the Opportunity Close form, you can include fields that capture detailed information required for forecasting, such as the type of loss and any competitor information. This ensures that loss details are available for analysis and forecasting without needing custom code.

Steps to Modify the Opportunity Close Form:

In the Sales Hub, navigate to App Settings > Close Opportunity Experience.

Customize the Opportunity Close form to include fields that are relevant to capturing loss information, such as adding fields for competitors or reasons.

Save and publish the form to reflect the changes.

By modifying the Status Reason option set and customizing the Opportunity Close form, you enable the sales team to record detailed reasons for lost opportunities, which will support accurate forecasting and analysis, all without using custom code.

New

NEW QUESTION # 30

A company uses Microsoft SharePoint document management in Dynamics 365 Sales to store contracts.

The company wants only the contracts team to have access to the documents. The contracts team has a custom security role.

You need to restrict privileges to secure the documents.

What should you do?

- A. Create a new security role in Dynamics 365 Sales.
- **B. Update the users list in the SharePoint site.**
- C. Create a new group in the SharePoint site.
- D. Update privileges in the Dynamics 365 Sales security role of the contract team.

Answer: B

Explanation:

* Since the company uses Microsoft SharePoint for document storage, access to documents is controlled through SharePoint permissions rather than Dynamics 365 security roles.

