ユニークなMB-280復習問題集 &合格スムーズMB-280日本語版参考資料 |権威のあるMB-280模擬解説集 Microsoft Dynamics 365 Customer Experience Analyst

BONUS！！！ GoShiken MB-280ダンプの一部を無料でダウンロード：https://drive.google.com/open?id=1BfxeKjEjWeg8b4FJlTd3cSxhxWuzuNd4

従来の試験によってGoShiken が今年のMicrosoftのMB-280認定試験を予測してもっとも真実に近い問題集を研究し続けます。GoShikenは100%でMicrosoftのMB-280「Microsoft Dynamics 365 Customer Experience Analyst」認定試験に合格するのを保証いたします。

MB-280試験に合格することが、最高のキャリアの機会です。関連する証明書の豊富な経験は、企業があなたの選択のために一連の専門的な空席を開くために重要です。状況によってはあなたを助けたり破ったりすることができるこの運命的な試験について、当社はこれらのMB-280練習資料を説明責任を持って作成しました。他の場所に受け入れられる可能性が高くなり、より高い給料や受け入れが得られることを理解しています。

>> MB-280復習問題集 <<

Microsoft MB-280認証試験の問題集のサンプルを参考しよう

あなたのIT能力が権威的に認められるのがほしいですか。MicrosoftのMB-280試験に合格するのは最良の方法の

一です。我々GoShikenの開発するMicrosoftのMB-280ソフトはあなたに一番速い速度でMicrosoftのMB-280試験のコツを把握させることができます。豊富な資料、便利なページ構成と購入した一年間の無料更新はあなたにMicrosoftのMB-280試験に合格させる最高の支持です。

Microsoft MB-280 認定試験の出題範囲：

トピック	出題範囲
トピック 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.
トピック 2	• 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.
トピック 3	• Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.
トピック 4	• Implement the Dynamics 365 App for Outlook: This section emphasizes the integration of Dynamics 365 with Outlook to enhance productivity and streamline sales processes for Dynamics 365 Sales Professionals.

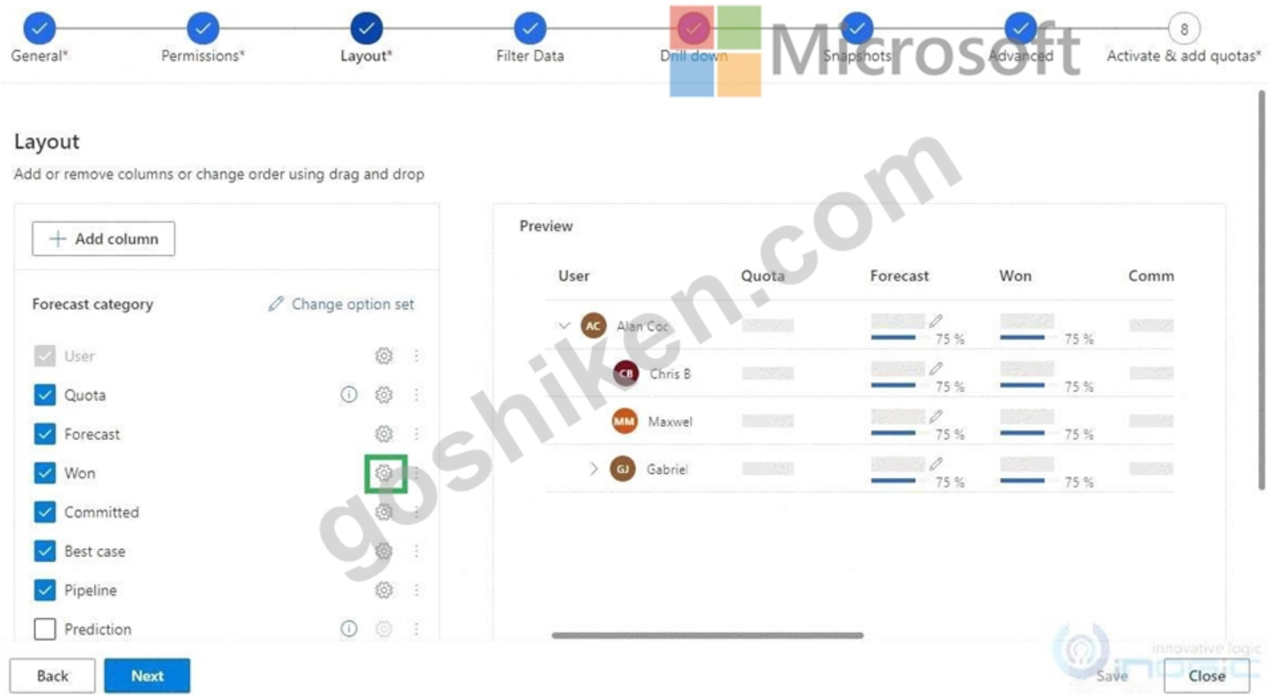
Microsoft Dynamics 365 Customer Experience Analyst 認定 MB-280 試験問題 (Q77-Q82):

質問 # 77
You need to create a Trend chart.
Which two types of columns can you add to the Trend chart? Each correct answer presents a complete solution. (Choose two.)
NOTE: Each correct selection is worth one point.

- A. Rollup
- B. Calculated
- C. Simple
- D. Hierarchy related

正解：A、B

解説：
Only Roll up and Calculated type columns have the checkbox option for "Show in Trend Chart", for other types of columns (e.g. Quota column which has Simple type) this checkbox option is hidden as shown below:
Note:
Enhanced configuration is available for the Trend chart and Flow chart within Microsoft Dynamics 365 Sales Insights.
Enable Trend chart using the "Show in Trend Chart" checkbox setting:
The Trend chart is now available as a part of the Predictive forecasting feature.
You need to select/deselect the "Show in Trend Chart" checkbox at the time of configuring the specific column inside the forecast configuration.
Navigate to App settings > under Forecast configurations > Open the appropriate "Forecast configuration" record > navigate to the "Layout" step > under the appropriate column (e.g. Won column) > click on the setting icon as highlighted below:



Only Roll up and Calculated type columns have the checkbox option for "Show in Trend Chart", for other types of columns (e.g. Quota column which has Simple type) this checkbox option is hidden as shown below:

Reference:
https://www.inogic.com/blog/2022/10/enhanced-trend-and-flow-chart-in-sales-forecasting-within-dynamics-365-crm/

質問 # 78

The remote sales workforce of your organization has been using the integrated Teams chat to collaborate internally. To save time, you indicate to the sales leader that suggested contacts can be displayed when a seller starts a new connected chat.
The sales leader asked you to configure the ability to use suggested contacts.
Which three users can you use as a rule for suggesting contacts? Each correct answer presents a complete solution. Choose three.
NOTE: Each correct selection is worth one point.

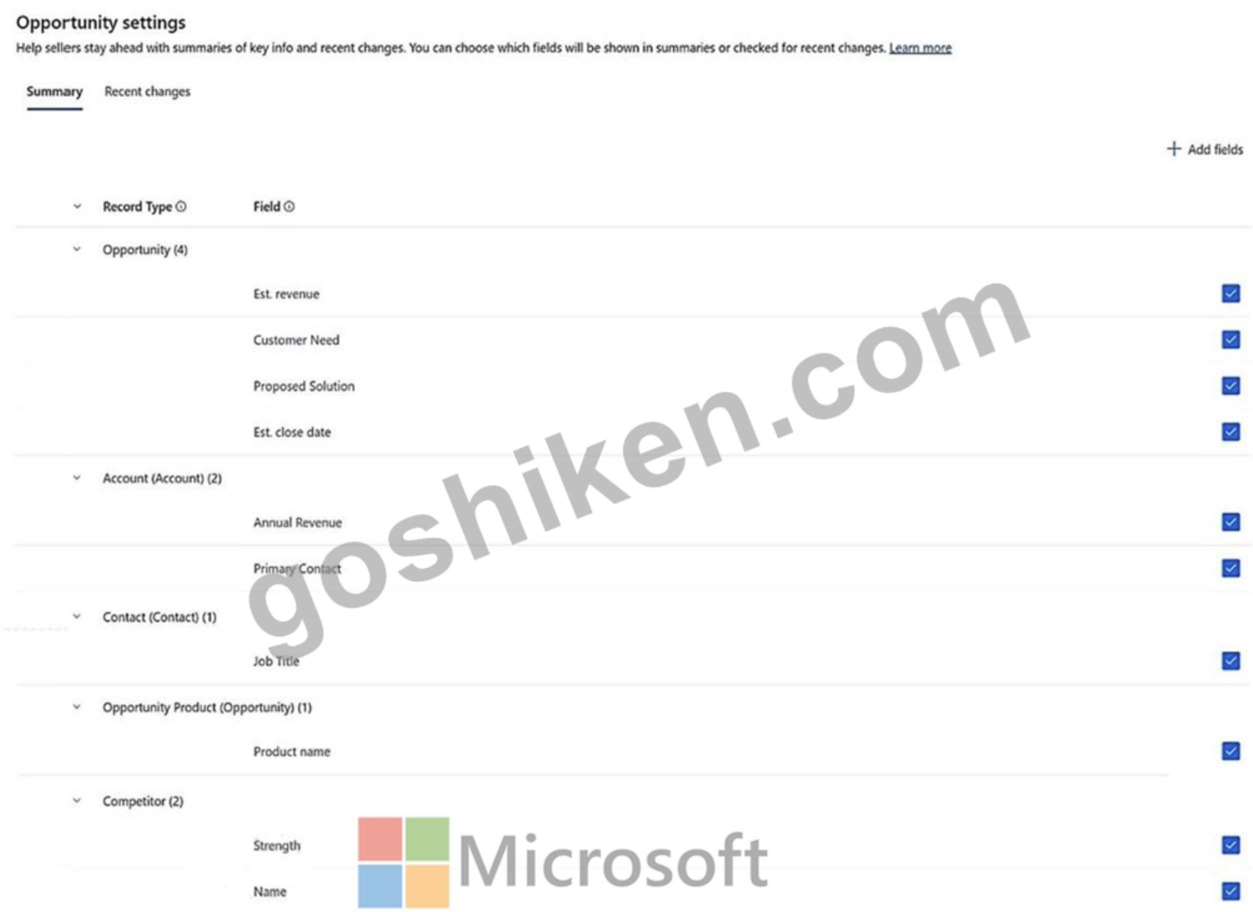
- A. The Last Modified By of the initiating record.
- B. The Record Owner of the initiating record.
- C. The Record Owner of your linked business unit.
- D. The Created By of the initiating record.

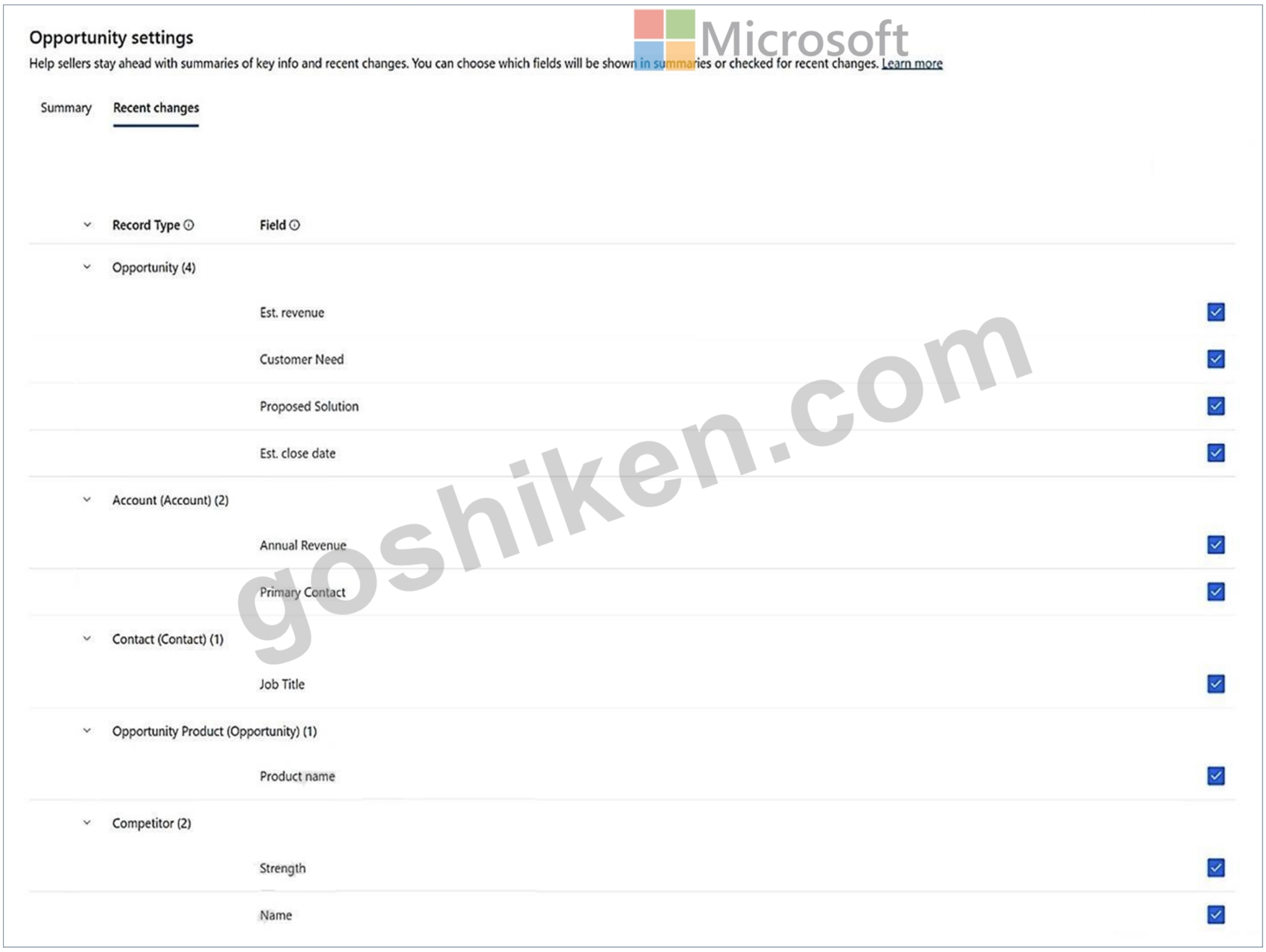
- E. The system user who updated a timeline activity on the initiating record.
- F. The user assigned as your manager on your system user record.

正解：B、D、F

解説：
* Manager on System User Record:
* Suggested contacts in Teams can include users directly linked to the individual starting the chat.
The manager assigned on the user's system record can be a suggested contact, as this is a common relationship that suggests frequent communication.
* Record Owner of the Initiating Record:
* The owner of the record being discussed or acted upon is also likely to be a suggested contact.
This is because the owner has primary responsibility for the record and would commonly need to be consulted or informed about actions related to it.
* Created By of the Initiating Record:
* If the user is the Created By for a record, they are associated with its initial setup or creation. As a result, they may be suggested when actions on that record are taken since they are familiar with its origins.
Reference: Microsoft Documentation - Configure Suggested Contacts for Dynamics 365 and Teams These selections align with the rules typically used for suggesting contacts in integrated Teams chats, ensuring relevant parties are automatically suggested based on record associations and user relationships.

質問 # 79
Case Study 1 - Contoso Ltd
Background information
Contoso Ltd. has started a new division that provides janitorial services to businesses.
The sales teams for this division are using a dedicated instance of Dynamics 365 Sales.
Contoso Ltd.'s sellers are becoming accustomed to Copilot in Sales and Sales Insights features.
They have identified several desired enhancements.
System configuration
The base currency for all opportunities in the system is US dollars (USD). The administrator has NOT enabled installed premium Sales Insights features. All users have Premium licenses.
Contoso Ltd. uses Exchange Online for email.
Only three default insights cards are turned on:
1. Close date coming soon
2. Meeting today
3. Upcoming meeting
The system administrator has set the following days before notifying me value for the Close date coming soon card to 21 days.
Contoso Ltd. has also just set up Dynamics 365 Customer Insights
- Journeys for marketing automation. No segments or customer journeys have been defined yet.
Dynamics 365 Sales and Customer Insights - Journeys both share the same instance of Microsoft Dataverse.
Copilot in Dynamics 365 Sales settings
The following screenshots show the configured fields for opportunity settings summaries and recent changes in Copilot.





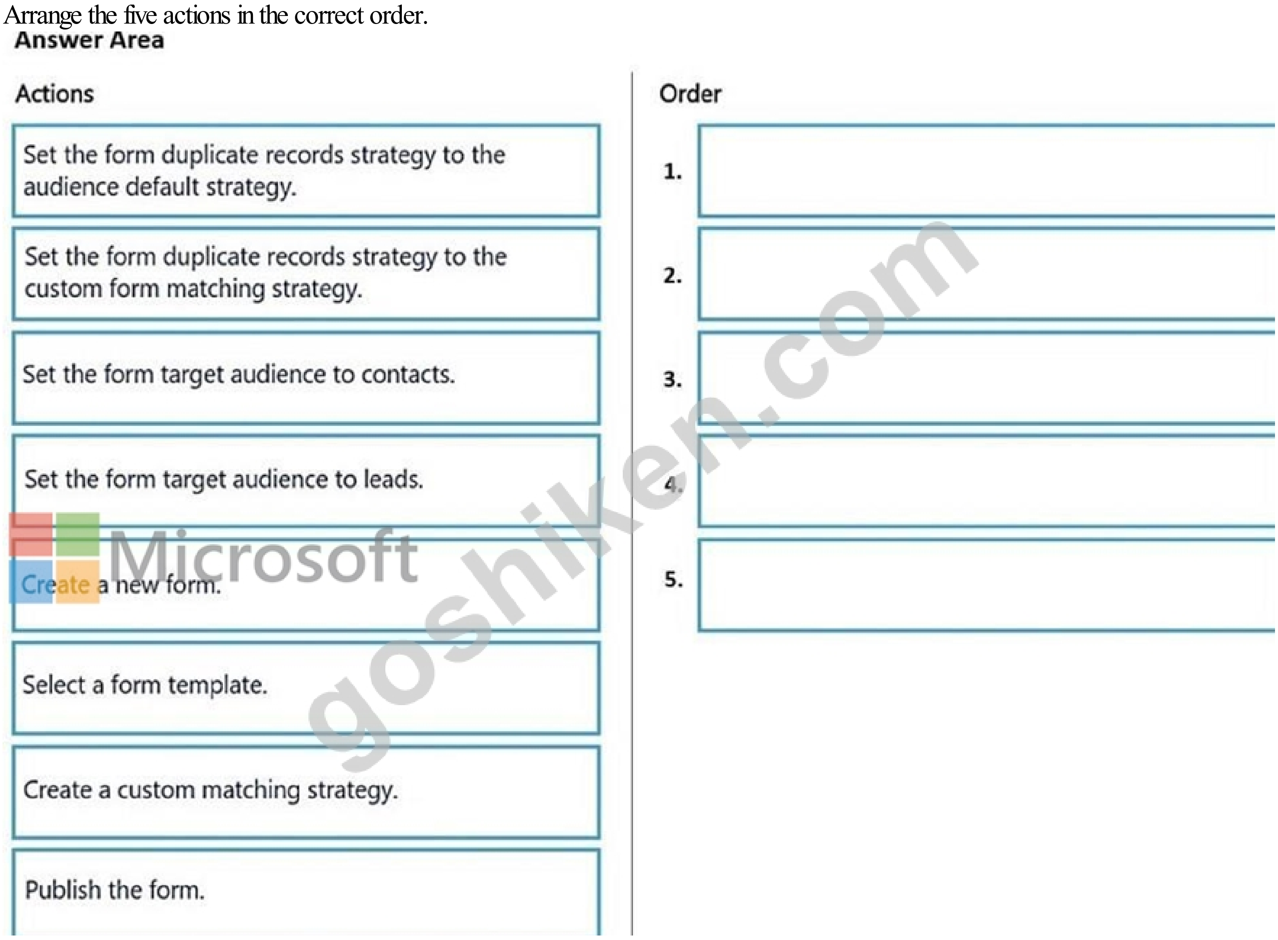
Contoso Ltd. Personnel
Business development managers

Contoso Ltd. has 30 business development managers (BDMs) across its sales teams. Each BDM is responsible for selling janitorial services to new and existing clients. All BDMs are assigned the sales manager security role in Dynamics 365 Sales.
Any BDM can own an opportunity, even if a different BDM owns the client account record. Any other BDMs assigned to work on the opportunity will be included in the opportunity record's sales team. Opportunity records owned by a BDM will never include any additional client stakeholders other than the named contact for the opportunity.
The BDMs have been told to document all client communications in Dynamics 365, but they frequently exchange emails with client contacts through Microsoft Exchange WITHOUT tracking them in Dynamics 365.
Digital sales team
Contoso Ltd. has a digital sales team that comprises 10 junior sales resources who focus on lead qualification and conversion to opportunities. Members of this team are assigned a single custom security role named Digital seller that is a copy of the standard Salesperson role. View audit history and view audit summary permissions are disabled.
The team currently receives leads from an online form on Contoso Ltd.'s website. Many online lead submissions end up being duplicates, and the team manually reconciles the duplicates by comparing last name, email address, and phone number for all submitted leads.
Clients
Client tiers
Clients are grouped into tiers based on annual revenue as calculated in a system outside Dynamics 365 Sales. Clients receive different levels of ongoing service and support based on their tier assignment.
Annual revenue values for accounts and corresponding tier values are written to Dynamics 365 through a nightly batch process.
Client tier values are only updated when they change, and tier value will always be blank for accounts with no calculated annual revenue.
The tier structure is:
Tier A -- annual revenue greater than or equal to $10,000,000 USD
Tier B -- annual revenue greater than $5,000,000 USD and less than $10,000,000 USD Tier C -- annual revenue greater than $0 USD and less than or equal to $5,000,000 USD The tier label is stored in a custom text field named Client tier (contoso_clienttier) that contains only a single letter or is blank.
Northwind Traders account
There are three BDMs who frequently work together on large opportunities.
BDM1 is the account owner for Northwind Traders, a multinational client.
- BDM1 owns all Northwind Traders opportunities with estimated revenue greater than or equal to
$1,000,000. BMD2 and BDM3 are assisting BDM1 with several opportunities for Northwind Traders in different cities.
- BDM3 owns all other Northwind Traders opportunities. BDM3 is NOT a sales team member for any of the opportunities BDM1 owns.
- BDM2 is a sales team member for all Northwind Traders opportunities.
Client Contact1 is the primary contact for the Northwind Traders' account. There are two other client contacts with whom the Northwind account team regularly engages - Client Contact2 and Client Contact3.
BDM1 and Northwind Traders account
BDM1 has been on vacation for two weeks. During vacation, BDM1 did NOT log into Dynamics
365, and BDM2 made the following updates to several open Northwind Traders opportunities.

Updated field	Opportunities	When the updates were made
Estimated close date	New York City office, London office, Toronto office	Two days before BDM1's return
Forecast category	Mexico City office	Five days before BDM1's return
Proposed solution	Seattle office	Nine days before BDM1's return

BMD2 also scheduled an internal meeting with BMD1 for the day they return to discuss a request from the primary contact for the account. The meeting has the "London office" opportunity as its regarding value.
Desired enhancements
The global sales lead requests the following enhancements:
1. A "Welcome" email should be sent to the primary contact for an account when the account first enters any client tier. This email should only be sent to the primary contact once.
2. Account owners should receive immediate notifications in the assistant in Dynamics 365 Sales when accounts change tiers. The notifications should include the account name and current tier.
3. A "Getting started" email should be sent to the main contact associated with an opportunity when the opportunity status is set to "Won."
1. The email should include a link to a custom onboarding form where the contact can supply information required to start the janitorial services for a given location.
2. If the contact does NOT click any links in the email, a follow-up email should be sent.
4. All emails between BDMs and client contacts should be available for relationship analytics KPIs. Emails sent by other users

outside of Dynamics 365 should NOT be included in the KPIs.
The digital sales team lead requests the following enhancements:
1. The ability for team members to use Copilot to summarize changes to lead records.
2. Replace the current online form used by their team to capture new leads. The new form should automatically handle duplicates using the rules the team currently applies manually.
Drag and Drop Question
You need to configure a new Customer Insights - Journeys form to satisfy the digital sales team lead's request.
Which five required actions should you perform in sequence? To answer, move the five appropriate actions from the list of actions to the answer area.
Arrange the five actions in the correct order.



正解：

解説：

Answer Area

Actions	Order
Set the form duplicate records strategy to the audience default strategy.	1. Create a new form.
	2. Select a form template.
Set the form target audience to contacts.	3. Set the form target audience to leads.
	4. Set the form duplicate records strategy to the custom form matching strategy.
	5. Publish the form.
Create a custom matching strategy.	

Explanation:
Create a new form: The first step is to establish a new form for collecting lead information.
Select a form template: Choosing an appropriate template ensures that the form aligns with the desired layout and functionality.
Set the form target audience to leads: This action defines who the form is intended for, ensuring that it collects information from the right audience.
Set the form duplicate records strategy to the custom form matching strategy: This step is crucial for handling duplicates effectively, as specified by the digital sales team.
Publish the form: Finally, publishing the form makes it live and accessible for use in lead generation.

質問 # 80
You are running Dynamics 365 Sales for a pharmaceutical company. The hospitals are set up as accounts. The nurses are set up as contacts under each hospital name.
A nurse works for HospitalA and HospitalB part time. You add the nurse as a contact for HospitalA. You realize you can add the nurse as a contact to only one hospital.
You need to ensure that the nurse is associated with both hospitals in the system.
What should you do?

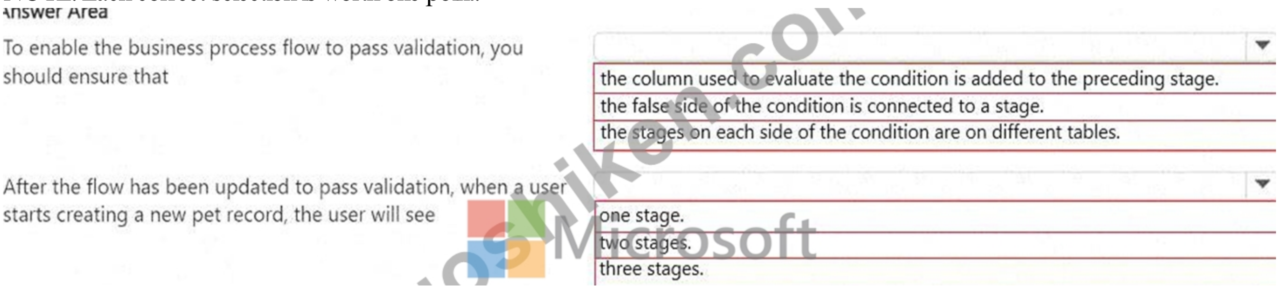
- A. Create business units for HospitalA and HospitalB. Open the contact record for the nurse and assign it to a user in HospitalB.
- B. Open the contact record for the nurse and create a connection to HospitalB.
- C. Create an access team that has the nurse as owner. Open the HospitalA account record and assign it to the new team account. Repeat this process for HospitalB.
- D. Open the HospitalB record and assign the nurse to a task activity.

正解： B

解説：
In Dynamics 365 Sales, a Contact can only have one parent Account by default. Since the nurse works for both HospitalA and HospitalB, you need to associate the nurse with the second hospital without changing the primary account. The best way to achieve this is by creating a connection between the nurse's contact record and HospitalB.
Connections in Dataverse allow you to relate records without changing ownership or structure.

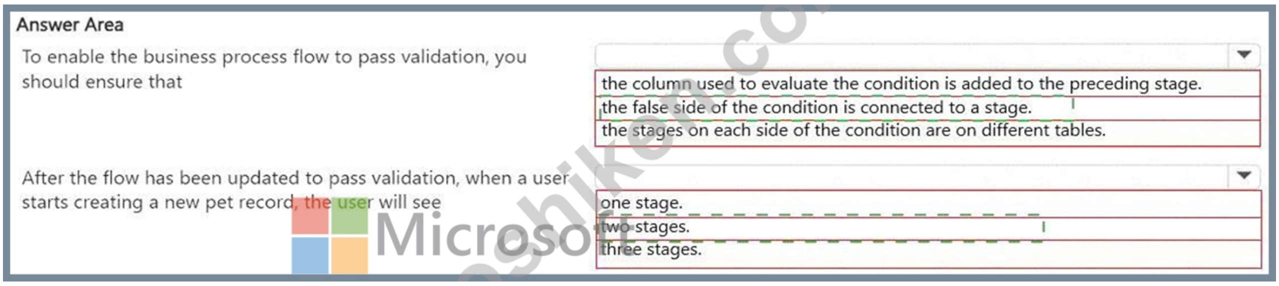
You can define a connection role, such as "Works for," to indicate the nurse's relationship with HospitalB while maintaining the existing link with HospitalA.

質問 # 81
HOTSPOT
You are creating a business process flow named " Onboard new pet " to support onboarding of new clients for a pet care business.
A partially completed business process flow is shown in the following exhibit.
Use the drop-down menus to select the answer choice that completes each statement based on the information presented in the exhibit.
NOTE: Each correct selection is worth one point.

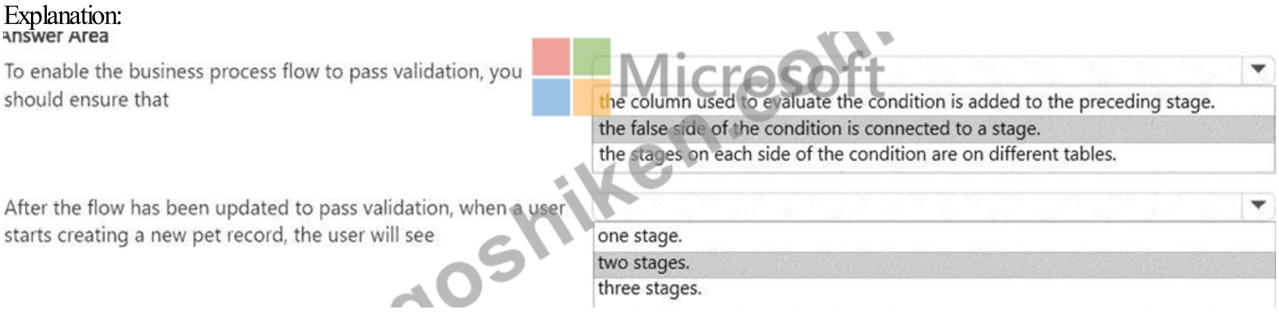


正解：

解説：



Explanation:



質問 # 82
......

簡単になりたい場合は、MB-280信頼性の高い試験ガイドのバージョンを選択するのが難しいと感じる場合、PDFバージョンが適している可能性があります。 PDFバージョンは通常のファイルです。 多くの受験者は、MB-280信頼できる試験ガイドを紙に印刷してから読み書きすることに慣れています。 はい、それは静かで明確です。 また、不明な点がある場合は、他の人に簡単に質問したり話したりできます。 他の人は、それが通常は練習資料だと考えるかもしれません。 また、Microsoft MB-280信頼できる試験ガイドの多くのコピーを印刷して、他の人と共有することもできます。

ダウンロードしてくださいMB-280過去問無料

- MB-280試験対策 □ MB-280的中率 □ MB-280日本語版復習指南 □ ☀ www.goshiken.com □☀□で□ MB-280 □を検索して、無料でダウンロードしてくださいMB-280過去問無料
- MB-280受験対策 □ MB-280受験対策書 □ MB-280復習対策 □ ✔ www.goshiken.com □✔□で ➤ MB-280 □を検索して、無料で簡単にダウンロードできますMB-280資格問題集
- 素敵MB-280丨100％合格率のMB-280復習問題集試験丨試験の準備方法Microsoft Dynamics 365 Customer Experience Analyst日本語版参考資料 □ （ www.passtest.jp ）には無料の☀ MB-280 □☀□問題集があります MB-280受験準備
- MB-280日本語版復習指南 □ MB-280日本語版試験解答 □ MB-280日本語版試験解答 □ ウェブサイト➽ www.goshiken.com □から（ MB-280 ）を開いて検索し、無料でダウンロードしてくださいMB-280合格対策
- MB-280過去問無料 □ MB-280日本語対策 □ MB-280合格対策 □ 今すぐ➥ www.passtest.jp □で ➡ MB-280 □□□を検索し、無料でダウンロードしてくださいMB-280対応問題集
- MB-280過去問無料 □ MB-280対応問題集 □ MB-280受験準備 □ ➤ www.goshiken.com □で➽ MB-280 □ □を検索して、無料でダウンロードしてくださいMB-280日本語版試験解答
- 迷わずにこの一冊 MB-280 問題集 □ （ www.goshiken.com ）サイトにて最新✔ MB-280 □✔□問題集をダウンロードMB-280試験対策
- 試験の準備方法-高品質なMB-280復習問題集試験-正確的なMB-280日本語版参考資料 □ 時間限定無料で使える✔ MB-280 □✔□の試験問題は➤ www.goshiken.com □サイトで検索MB-280関連日本語内容
- 人気のあるMB-280復習問題集 - 資格試験のリーダープロバイダー - 実用的なMB-280日本語版参考資料 □ □ URL （ www.shikenpass.com ）をコピーして開き、【 MB-280 】を検索して無料でダウンロードしてくださいMB-280過去問無料
- janiceekyh611934.goabroadblog.com, keiranwklf710202.blog-mall.com, tessimav106023.wikiusnews.com, express-page.com, allbookmarking.com, isaiahxiib006428.empirewiki.com, myeasybookmarks.com, bookmarkeasier.com, explorebookmarks.com, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, Disposable vapes