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どのようにMicrosoft MB-280試験に準備すると悩んでいますか。我々社のMB-280問題集を参考した後、ほっとしました。弊社のMB-280ソフト版問題集はかねてより多くのIT事業をしている人々は順調にMicrosoft MB-280資格認定を取得させます。試験にパースする原因は我々問題集の全面的で最新版です。

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>> Microsoft MB-280リンクグローバル <<

試験の準備方法-一番優秀なMB-280リンクグローバル試験-効果的なMB-280トレーニング費用

Pass4Testは、お客様に学習のためのさまざまな種類のMicrosoftのMB-280練習トレントを提供し、知識を蓄積し、試験に合格し、期待されるスコアを取得する能力を高めるための信頼できる学習プラットフォームです。MB-280スタディガイドには、オンラインでPDF、ソフトウェア、APPの3つの異なるバージョンがあります。顧客の信頼を確立するために、購入前にダウンロードできる関連するMicrosoft Dynamics 365 Customer Experience Analyst無料デモを提供しています。MB-280試験の質問で、MB-280試験で勝つ自信があります。

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	Dynamics 365 Customer Insights の機能のデモンストレーション: このセクションでは、Dynamics 365 Customer Insights を通じて顧客データを活用し、販売戦略を推進することに焦点を当てます。

トピック 2	データベースとモデル駆動型アプリの構成とカスタマイズ: このセクションでは、ビジネスニーズを満たすためにデータベースとモデル駆動型アプリを構成およびカスタマイズする Dynamics 365 Sales Professional の機能について説明します。
トピック 3	Dynamics 365 App for Outlook を実装する: このセクションでは、Dynamics 365 と Outlook の統合に重点を置いて、Dynamics 365 Sales Professional の生産性を向上させ、販売プロセスを合理化します。

Microsoft Dynamics 365 Customer Experience Analyst 認定 MB-280 試験問題 (Q127-Q132):

質問 # 127

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 Area

Requirement	Action
Add the type of loss.	☐ Modify the Status Reason option set. ☒ Modify the Status Reason option set. ☐ Modify the Forecast category option set. ☐ Create a new Choices column.
Record the loss for forecasting.	☐ Modify the Opportunity Close form. ☒ Modify the Opportunity Close form. ☐ Modify the Opportunity Sales Process business process flow. ☐ Modify the Opportunity Forecast Category Mapping process Dataverse classic workflow.

正解:

解説:

Answer Area

Requirement	Action
Add the type of loss.	☐ Modify the Status Reason option set. ☒ Modify the Status Reason option set. ☐ Modify the Forecast category option set. ☐ Create a new Choices column.
Record the loss for forecasting.	☐ Modify the Opportunity Close form. ☒ Modify the Opportunity Close form. ☐ Modify the Opportunity Sales Process business process flow. ☐ Modify the Opportunity Forecast Category Mapping process Dataverse classic workflow.

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.

質問 # 128

You are working a list of leads in Dynamics 365 Sales.

You have a custom security role that contains the following privileges:

create and edit user-level privileges on the lead and note entities.

business unit-level append, append to, and assign privileges on the lead and note entities.

organization-level share privileges on the lead and note entities.

You need to perform the following actions on leads:

add notes to leads.

assign leads to other users.

How should you manage leads? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Scenario	Privilege
Add notes to leads	Microsoft Leads owned by people in your business unit only Leads owned by you only Leads owned by anyone in your organization

正解:

解説:

Answer Area

Scenario	Privilege
Add notes to leads	Microsoft Leads owned by people in your business unit only Leads owned by you only Leads owned by anyone in your organization

質問 # 129

Your organization introduced a new loyalty solution that exposes the loyalty profile and related point transactions in an Azure SQL Database.

You need to ensure the new loyalty data is imported from the Azure SQL Database into Dynamics 365 Customer Insights - Data and refreshed incrementally.

Which five actions should you perform in sequence within Customer Insights - Data before selecting Save to complete the creation?

To answer, move the five appropriate actions from the list of actions to the answer area. Arrange the five actions in the correct order.

ACTIONS

- 0 Create a new data source based on Azure Synapse Analytics.
- 0 Create a new data source based on Microsoft Power Query.
- 0 Select the data source and tables to ingest.
- 0 Complete the transformation steps and select **Next**.
- 0 In the **Set up incremental refresh** dialog box, select **Set up** to open the Incremental refresh settings.
- 0 Select the tables and provide the required incremental refresh details.

Order

1

2

3

4

5

正解:

解説:

Actions	Order
0 Create a new data source based on Azure Synapse Analytics.	1 Create a new data source based on Microsoft Power Query.
0 Create a new data source based on Microsoft Power Query.	2 Select the data source and tables to ingest.
0 Select the data source and tables to ingest.	3 Complete the transformation steps and select Next .
0 Complete the transformation steps and select Next .	4 In the Set up incremental refresh dialog box, select Set up to open the Incremental refresh settings.
0 In the Set up incremental refresh dialog box, select Set up to open the Incremental refresh settings.	5 Select the tables and provide the required incremental refresh details.
0 Select the tables and provide the required incremental refresh details.	

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

正解: D

解説:

To restrict access to documents stored in SharePoint for the contracts team, you should update the users list in the SharePoint site. By managing permissions directly within SharePoint, you can ensure that only members of the contracts team have access to the documents related to contracts.

This approach allows for more granular control over who can view or edit the documents.

質問 # 131

A marketing user wants to target two groups of customers:

1. All customers that live in Paris.
2. All customers that have made more than ten online purchases.

You decide to meet this requirement by making quick segments.

Which two options should you use as the base in the quick segments? Each correct answer presents part of the solution. (Choose two.) NOTE: Each correct selection is worth one point.

- A. Insights
- B. Data tables
- **C. Profiles**
- **D. Measures**
- E. Enrichments

正解: C、D

解説:

* All customers that live in Paris.

Customer profile data has address information.

* All customers that have made more than ten online purchases.

Incorrect:

Not Data tables [Not available for Quick Segments]

Not Enrichments [Not available for Quick Segments]

Note:

Quick segments let you build simple segments with a single operator quickly for faster insights.

Quick segments are only supported in environments for individual customers.

Create a new segment with quick segments

1. Go to Insights > Segments.

2. Select New > Create from.

Select the Profiles option to build a segment that is based on the unified customer table.

Select the Measures option to build a segment around measures you have previously created.

Select the Insights option to build a segment around one of the output tables you generated using either the Predictions or Custom Models capabilities.

3. In the New quick segment dialog box, select an attribute from the Field dropdown.

Etc.

質問 # 132

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