

2025 MB-210 Regualer Update - Microsoft Dynamics 365 Sales Functional Consultant Realistic Trustworthy Practice Pass Guaranteed



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What skills are measured in Microsoft MB-210?

All the exam topics are broken into various subtopics that should be studied and comprehended clearly. They are as follows:

- Configuring performance;
- Configuring extra tools in addition to services.
- Managing core entities of sales;

Each of the sections included in the Microsoft MB-210 exam makes up a certain percentage of the content, and in each area, you will be tested on various tasks.

Domain 1: The first objective makes up about 25 to 30% of the exam content. In this section, the candidates will have to prove their skills in certain tasks. Thus, first and foremost, they should be able to configure sales settings. This includes different things, such as managing and creating sales collateral, configuring business settings, sales security roles, auto number settings, and more. They should also know how to configure processes and create sales visualization. Here, you will be dealing with various tasks, such as designing sales reports, configuring record creation rules, and more.

Domain 2: The next topic area covered in the Microsoft MB-210 exam makes up almost half of the whole content. So, if you want to do well in this subject, it is important that you have some experience doing certain tasks. Firstly, you will be required to manage and create contacts and accounts, create leads, manage opportunities, quotes, product catalogs, and sales order processing. There is no denying the fact that performing all of these tasks will be difficult and that is why it is important that you put hours of practice into it. Moreover, your preparation process should include learning of the skills in creating and managing contacts, activities, and accounts, converting activities to leads, and customizing the Opportunity Close form.

Domain 3: This subject makes up about 15 to 20% of the Microsoft MB-210 Exam Questions. The main areas where you will be tested in this section are creating and configuring playbooks, managing forecasting, and configuring integration with external sales applications. This means that you should know about the use cases for AI Builder, Power Virtual Agents, and Customer Insights, scheduling and properties, as well as playbook categories and playbook templates.

MB-210: Microsoft Dynamics 365 Sales Exam Certification Path

MB-210: Microsoft Dynamics 365 Sales Exam is foundation level Certification. As such There is no prerequisite for this course. Anyone who is having keen and familiar with Microsoft technology are well invited to pursue this certification.

>> MB-210 Regular Update <<

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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q296-Q301):

NEW QUESTION # 296

A company is connecting Dynamics 365 Sales records to Microsoft Teams.

Users experience the following issues on different lead records when they try to access documents in Dynamics 365 Sales:

* UserA receives an error that states file sharing is not setup.

* UserB receives an error that states the user does not have permissions to view files.

* UserC is still able to view documents after the user was removed from the Microsoft Teams channel.

You need to resolve the issues.

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

NOTE: Each correct selection is worth one point.

Answer Area

Issue	Resolution
File sharing is not setup for UserA.	☐ Enable Advanced Collaboration Experience. ☐ Connect the record to a Microsoft Teams chat. ☐ Enable Basic Collaboration Experience. ☐ Connect the record to a Microsoft Teams channel. ☐ Enable Advanced Collaboration Experience.
UserB does not have permissions to view files.	☐ Add the user to the Microsoft Teams channel. ☐ Add the user to the Microsoft Teams channel. ☐ Update privileges in the user's security role. ☐ Increase permission levels of the Microsoft SharePoint group connected to the Microsoft Teams channel.
UserC still has access to documents after being removed from the Microsoft Team channel.	☐ Remove the user's access from the Microsoft SharePoint site. ☐ Remove the user from the Microsoft Teams chat. ☐ Update privileges in the user's security role. ☐ Remove the user's access from the Microsoft SharePoint site.

Answer:

Explanation:

Answer Area

Issue	Resolution
File sharing is not setup for UserA.	☐ Enable Advanced Collaboration Experience. ☐ Connect the record to a Microsoft Teams chat. ☐ Enable Basic Collaboration Experience. ☐ Connect the record to a Microsoft Teams channel. ☐ Enable Advanced Collaboration Experience.
UserB does not have permissions to view files.	☐ Add the user to the Microsoft Teams channel. ☒ Add the user to the Microsoft Teams channel. ☐ Update privileges in the user's security role. ☐ Increase permission levels of the Microsoft SharePoint group connected to the Microsoft Teams channel.
UserC still has access to documents after being removed from the Microsoft Team channel.	☐ Remove the user's access from the Microsoft SharePoint site. ☐ Remove the user from the Microsoft Teams chat. ☐ Update privileges in the user's security role. ☒ Remove the user's access from the Microsoft SharePoint site.

Explanation

Answer Area

Issue

File sharing is not setup for UserA.

UserB does not have permissions to view files.

UserC still has access to documents after being removed from the Microsoft Team channel.

Resolution

Enable Advanced Collaboration Experience.

Add the user to the Microsoft Teams channel.

Remove the user's access from the Microsoft SharePoint site.

NEW QUESTION # 297

You use Dynamics 365 for Sales system customizer.

You need to create product kits and bundles.

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

NOTE: Each correct selection is worth one point.

Requirement

Option

View individual products in a grouping when you create an opportunity.

	▼
Kit	
Bundle	

Sell products from a grouping individually.

	▼
Kit	
Bundle	

Create a grouping within a grouping.

	▼
Kit	
Bundle	

Answer:

Explanation:

Requirement	Option						
View individual products in a grouping when you create an opportunity.	<table><tr><td></td><td>▼</td></tr><tr><td>Kit</td><td></td></tr><tr><td>Bundle</td><td></td></tr></table>		▼	Kit		Bundle	
	▼						
Kit							
Bundle							
Sell products from a grouping individually.	<table><tr><td></td><td>▼</td></tr><tr><td>Kit</td><td></td></tr><tr><td>Bundle</td><td></td></tr></table>		▼	Kit		Bundle	
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Kit							
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	▼						
Kit							
Bundle							

Explanation

Requirement Microsoft

View individual products in a grouping when you create an opportunity.

Sell products from a grouping individually.

Create a grouping within a grouping.

Option

	▼
Kit	
Bundle	

	▼
Kit	
Bundle	

	▼
Kit	
Bundle	

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-productbundles-sell>

NEW QUESTION # 298

An organization implements Dynamics 365 Sales.

A consultant is adding new controls to existing application forms.

You need to ensure that LinkedIn information appears on the Sales form.

Which form sections should you use? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Information to display	Form section to use
Personal information 	Top Card Icebreakers Get Introduced Related Leads
Company mutual connections	Top Card Icebreakers Get Introduced Related Leads
Company potential leads	Top Card Icebreakers Get Introduced Related Leads
Highlights and activities for a person	Top Card Icebreakers Get Introduced Related Leads

Answer:

Explanation:

Information to display	Form section to use
Personal information	Top Card Icebreakers Get Introduced Related Leads
Company mutual connections	Top Card Icebreakers Get Introduced Related Leads
Company potential leads	Top Card Icebreakers Get Introduced Related Leads
Highlights and activities for a person	Top Card Icebreakers Get Introduced Related Leads

NEW QUESTION # 299

You need to explain to a salesperson where to find information in the mobile app.

Which location should you direct them to for the information?

To answer, drag the appropriate locations to the correct information required. Each location 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.

Locations	Answer Area
Up next	Information List of today's appointments Overdue tasks Location
Worklist	
Meetings	
Reminders	

Answer:

Explanation:

Locations	Answer Area
Up next	Information List of today's appointments Overdue tasks Location Meetings Worklist
Worklist	
Meetings	
Reminders	

Explanation:

Locations	Answer Area	Information	Location
Up next		List of today's appointments	Meetings
Worklist		Overdue tasks	Worklist
Meetings			
Reminders			



NEW QUESTION # 300

You are a salesperson working with Dynamics 365. Your role includes working with opportunities.

You need to close opportunities.

Which actions should you perform? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Question



Microsoft

What must you do when you close a successful sale?

Action

Close a qualified	☐
Close as won	☐

What must you do to close the opportunity?

Fill out the competitor	☐
Fill out the actual revenue	☐
Fill out the description	☐

Answer:

Explanation:

Question	Action								
What must you do when you close a successful sale?	<table border="1"> <thead> <tr> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>Close a qualified</td> <td>☐</td> </tr> <tr> <td>Close as won</td> <td>☒</td> </tr> </tbody> </table>			Close a qualified	☐	Close as won	☒		
Close a qualified	☐								
Close as won	☒								
What must you do to close the opportunity?	<table border="1"> <thead> <tr> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>Fill out the competitor</td> <td>☐</td> </tr> <tr> <td>Fill out the actual revenue</td> <td>☒</td> </tr> <tr> <td>Fill out the description</td> <td>☐</td> </tr> </tbody> </table>			Fill out the competitor	☐	Fill out the actual revenue	☒	Fill out the description	☐
Fill out the competitor	☐								
Fill out the actual revenue	☒								
Fill out the description	☐								

NEW QUESTION # 301

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