

# 無料PDFMicrosoft MB-280試験資料インタラクティブ テストエンジンを使用して &信頼できるMB-280模擬 試験



P.S. JpshikenがGoogle Driveで共有している無料かつ新しいMB-280ダンプ：[https://drive.google.com/open?id=1VpjhwcKOPCRaY7A8ie\\_PmEBxF0aoBOo2](https://drive.google.com/open?id=1VpjhwcKOPCRaY7A8ie_PmEBxF0aoBOo2)

急速な市場の発展に伴い、学習者が試験の準備に役立つMB-280ガイド急流を販売する企業やWebサイトが増えています。あなたが以前に知っていたなら、当社の教材が学生やビジネスマンに関係なく候補者に非常に人気があることをを見つけることは難しくありません。MB-280試験トレントの購入を歓迎します。古いsayingにもあるように、クライアントは神です！サービスが一番です！MB-280ガイドBraindumpsは、限られた時間の試験とオンラインエラー修正をシミュレートでき、24時間年中無休のサービスを提供しています。MB-280試験Torrentは、試験を準備するための最良かつ賢明な選択です。

## 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	<ul style="list-style-type: none"><li>• 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。</li></ul>

トピック 2	<ul style="list-style-type: none"> <li>• Dynamics 365 Sales でのセキュリティとカスタマイズの実装: このセクションでは、Dynamics 365 Sales Professional 向けの Dynamics 365 Sales 内でのセキュリティ対策とカスタマイズ オプションの実装について説明します。</li> </ul>
トピック 3	<ul style="list-style-type: none"> <li>• 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。</li> </ul>
トピック 4	<ul style="list-style-type: none"> <li>• 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。</li> </ul>

>> MB-280試験資料 <<

## 試験MB-280試験資料 & 実用的なMB-280模擬試験 | 大人気MB-280資格練習

Microsoft MB-280資格認定はバッジのような存在で、あなたの所有する専門技術と能力を上司に直ちに知られさせます。次のジョブプロモーション、プロジェクトとチャンス申し込むとき、Microsoft MB-280資格認定はライバルに先立つのを助け、あなたの大業を成し遂げられます。

### Microsoft Dynamics 365 Customer Experience Analyst 認定 MB-280 試験問題 (Q117-Q122):

#### 質問 # 117

##### DRAG DROP

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 for a newly deployed Dynamics 365 Sales system.

Which five records and/or components should you configure in sequence? To answer, move the five appropriate records and/or components from the list of records and components to the answer area. Arrange the five records and/or components 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.

正解:

解説:

Explanation:

#### 質問 # 118

A company uses Dynamics 365 Sales with assignment rules. The assignment rules use a segment to filter the lead records.

A sales manager wants to automatically add a series of tasks by using the same criteria as the assignment rules.

You need to create the tasks and assign the tasks to the lead records.

In which order should you perform the actions? To answer, move all actions from the list of actions to the answer area and arrange them in the correct order.

正解:

解説:

Reference:

Add Tasks to the Sequence:

After creating the sequence, add the specific tasks that need to be automatically generated and assigned to the leads. These tasks can be calls, follow-ups, emails, etc., that need to be completed as part of the sales process.

Connect the Existing Segment to the Sequence:

Once the tasks are added, connect the sequence to the existing segment that filters the lead records based on assignment rules. This ensures that only leads within this specific segment are targeted by the sequence.

The segment is a subset of leads that meet certain criteria, and connecting it to the sequence allows for automated task assignment according to the segment's filtering rules.

Activate the Sequence:

Finally, activate the sequence to begin the automated assignment of tasks to lead records that meet the segment criteria. Activation makes the sequence live, enabling the automated process to assign tasks to each lead as per the sequence setup.

By following these steps, the sales manager can ensure that tasks are automatically generated and assigned to leads according to the same criteria used by the assignment rules, streamlining task management for the sales team.

### 質問 # 119

#### HOTSPOT

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.

正解:

解説:

Explanation:

### 質問 # 120

Both your sales and marketing teams use Dynamics 365 applications to conduct campaigns with customers.

Leadership has asked for sales and marketing campaigns to have parent campaigns applied so the combined success of sales and marketing efforts can be measured, along with each division's own success. They want the campaign hierarchy to be clear to users so they can see a "Parent Campaign" relationship. Any actions taken on parent records should automatically be taken on child records.

You need to update table relationships to enable the requirements using the minimum amount of configuration steps.

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

NOTE: Each correct match is worth one point.

正解:

解説:

### 質問 # 121

Your company wants to enable AI features in their systems and use Copilot for Sales to connect to Dynamics 365 Sales data. You need to ensure that all eligible users have access.

Which three actions should you perform? Each correct answer presents part of the solution. Choose three. NOTE: Each correct selection is worth one point.

- A. Install Copilot for Sales in Microsoft Outlook.
- B. Enable Copilot for Sales in Dynamics 365.
- C. Assign users the correct privileges to use Copilot for Sales in Teams.
- D. Create a policy in Teams to install and pin Copilot for Sales and enable meeting transcripts.
- E. Verify server-side synchronization is enabled and users have the correct security roles in Dynamics 365.

正解: B、C、E



