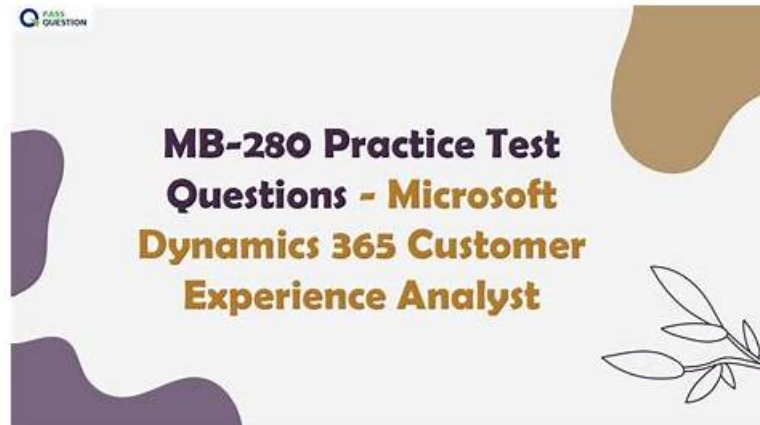


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## Microsoft MB-280 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• <b>Implement Security and Customizations in Dynamics 365 Sales:</b> This section addresses the implementation of security measures and customization options within Dynamics 365 Sales for Dynamics 365 Sales Professionals.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>Extend and Enhance Dynamics 365 Sales Capabilities:</b> 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.</li> </ul>

## Microsoft Dynamics 365 Customer Experience Analyst Sample Questions (Q53-Q58):

### NEW QUESTION # 53

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.

## Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

+ Add fields

Record Type	Field	
Opportunity (4)	Est. revenue	<input checked="" type="checkbox"/>
	Customer Need	<input checked="" type="checkbox"/>
	Proposed Solution	<input checked="" type="checkbox"/>
	Est. close date	<input checked="" type="checkbox"/>
Account (Account) (2)	Annual Revenue	<input checked="" type="checkbox"/>
	Primary Contact	<input checked="" type="checkbox"/>
Contact (Contact) (1)	Job Title	<input checked="" type="checkbox"/>
Opportunity Product (Opportunity) (1)	Product name	<input checked="" type="checkbox"/>
Competitor (2)	Strength	<input checked="" type="checkbox"/>
	Name	<input checked="" type="checkbox"/>

## Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

Record Type	Field	
Opportunity (4)	Est. revenue	<input checked="" type="checkbox"/>
	Customer Need	<input checked="" type="checkbox"/>
	Proposed Solution	<input checked="" type="checkbox"/>
	Est. close date	<input checked="" type="checkbox"/>
Account (Account) (2)	Annual Revenue	<input checked="" type="checkbox"/>
	Primary Contact	<input checked="" type="checkbox"/>
Contact (Contact) (1)	Job Title	<input checked="" type="checkbox"/>
Opportunity Product (Opportunity) (1)	Product name	<input checked="" type="checkbox"/>
Competitor (2)	Strength	<input checked="" type="checkbox"/>
	Name	<input checked="" type="checkbox"/>

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 BMD3 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.

Hotspot Question

BDM1 has returned from vacation and needs to catch up on their scheduled tasks and activities.

Which two items can BDM1 select to see a reminder card for the meeting BDM2 scheduled in the assistant? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Topic	Potential Customer	Est. close date	Est. reve...	Contact	Account	Probab...	Rating
London Office	Northwind Traders	5/31/2024	\$1,000,0...	Client Contact1	Northwind Traders	85	Warm

Answer:

Explanation:

Topic	Potential Customer	Est. close date	Est. reve...	Contact	Account	Probab...	Rating
London Office	Northwind Traders	5/31/2024	\$1,000,0...	Client Contact1	Northwind Traders	85	Warm

Explanation:

My Open Opportunities: This section likely lists all the opportunities that BDM1 is responsible for, including the opportunity associated with the meeting. BDM1 can review this list to see relevant details.

Edit Filters: By selecting this option, BDM1 can customize the view to ensure that any upcoming meetings or tasks are displayed prominently if those filters are set up.

## NEW QUESTION # 54

Case Study 2 - Terra Flora

Background information

Terra Flora, Incorporated is a boutique pet hotel that has been in business for six (6) months. The hotel guests include both dogs and cats.

The founder created the Dynamics 365 Sales Professional environment to grow their network and pipeline. They started out using out-of-the-box capabilities only and using the Sales Professional app only. Only one environment (production) is in use.

The pet hotel is gaining in popularity and the number of bookings is growing. The founder has shifted their focus to customizing their environment to record the information they need to delight their customers by tailoring the experience to their unique pets.

Terra Flora has recently hired a part-time carer for the resident pets. The carer has been granted the Salesperson security role to allow them to record new leads and update customer information.

You are a Dynamics 365 Customer Experience consultant who has been hired to assist Terra Flora with their customizations, resolve issues, and advise on best designs to meet their requirements.

Configurations

Overall configurations

To better understand their four-legged customers, Terra Flora has created a custom Pet table, which is user-owned and related 1-n with the Contact table, which represents the pets' primary owner.

The Pet table has been added to the Sales Professional app sitemap. The table has the following columns, each created WITHOUT making any changes to the advanced options.

Column name	Type	Required
Name	Single line of text	Business required
Type	Choice	Business required
Dietary requirements	Multiple lines of text	Optional
Litter type	Choice	Optional
Breed	Single line of text	Optional
Description	Multiple lines of text	Optional

A pet sub-grid has been added to the Contact main form, using the Active Pets view.

Additionally, Read, Write, and Update, Append, Append To, and Assign access to the Pet table has been added to the Salesperson security role.

"Onboard new pet" business process flow

The founder is creating a business process flow named Onboard new pet to ensure that appropriate information is recorded for all new pets, starting with ensuring the correct litter choices are selected for cats who will be staying at Terra Flora.

When the Onboard new pet business process flow is done, the founder wants to have access to a view that will display all active pets including the and Type columns, as well as the current stage on the Onboard new pet business process flow.

Name

Pet table icon

A custom image .svg file has been created for the Pet table.

Terra Flora wants to ensure this image is displayed alongside the pet page within the app.

Related Pet table activities

Terra Flora wants carers to be able to see their pets' activity history, as well as add new activities related to their pets. They want the following information to appear on their pets' timeline:

- Tasks carers completed or should do.
- E-mails exchanged with pet's owner (customer).
- A record of phone calls.

Other types of activities should NOT appear to users on the Pets forms.

The founder edited the Pet table advanced setting to enable associating Pet records with activities. The founder also added Pet table to the app sitemap that is being used.

Attachments are enabled for the Pet table, including notes and files. But users should NOT see posts in the pet's activity timeline.

Post configuration is NOT enabled for the Pet table.

Logs

Auditing, log access, and read logs have been enabled in the production environment.

Auditing has started on the Terra Flora environment and has been enabled for common entities.

Marketing

Breed galas

To celebrate their upcoming first year in operation, the founder is planning a series of breed galas. The series begins with a Corgi dog breed meet-up gala.

The breed of an owner's pet may be mentioned in many places within the system, including:

1. Emails (subject or body).
2. Notes (including Word documents exports of PDFs uploaded as attachments).
3. Single or multiple lines of text columns on any standard table (including lead, contact and opportunity at minimum).
4. On the Pet table in either the Description or in the Breed columns.

Additionally, the breed may be referenced in several ways including singular, multiple, shorthand (for example: corgi, corgis, or corgs), and may have been misspelled.

Corgi meet-up gala

The carer needs to be assigned ownership of several Contact records (representing customers that own Corgis) that live nearby so that event flyers can be delivered personally. When the carer is delivering flyers, they need to quickly check the owner and related pet information on their phone.

When the Contact records are assigned to carer, any pets that are related to these contacts via the primary owner relationship should also be assigned to the carer.

The founder has created a business process flow on the Pet table named Corgi meet-up to allow Corgis to be registered as attending the gala. This business process flow is second in the default order on the Pet table. If the carer has a conversation with the owners, the carer is required to add notes to the timeline and complete the first stage of the business process flow.

Issues

Duplicate records

Before the creation of the Pet table, information regarding pets was either added to the owner's Contact record in the form of notes or created as records themselves.

Contact

These Contact records used the name of the pet in the Last Name column and the owner's address in the first set of Address columns.

When these pet Contact records are identified, they are deactivated.

No duplicate detection rules have been published and duplicate pet records are currently present across both the Contact and Pet tables.

#### Auditing

When a pet's dietary requirements or a Contact's email address is updated, Terra Flora requires the following information to be logged:

1. The user who made the change.
2. The current and previous values of the columns.
3. The time and date of the changes.

Terra Flora also needs to track any exports of records to Microsoft Excel within the compliance center.

#### Relationship behavior

Recently, a pet owner informed Terra Flora that their pet cat has been rehomed.

After receiving this information, the carer deleted the owner's Contact record from the system, which in turn deleted the Pet record.

Shortly after, the new pet owner contacted Terra Flora to book their cat for a stay and was frustrated that Terra Flora had NOT retained a record of their cat's dietary requirements or any of the previous carer notes about the cat.

In such situations, Terra Flora now requires that the owner's Contact record should NOT be allowed to be deleted if any Pet records are related to it via the primary owner look-up column.

Users should be required to update the look-up column to new owner's Contact record or remove the current value first before they can delete the Pet record. If the new owner's Contact record is selected on a pet, any active bookings against the pet should also be updated to the new owner, but previous inactive bookings should NOT be updated.

#### Business process flows and the Corgi meet-up gala

The founder has recently made an update to the Onboard new pet business flow but now CANNOT activate it.

For the Corgi gala, the founder has asked the carer for help in:

1. completing the registrations that the founder started, and
2. registering more Corgis for the upcoming gala.

When the carer creates new pet records, the carer is UNABLE to see the Corgi meet-up business process flow.

Currently, when the carer checks the owner's record on their phone, the related pet information is difficult to view as they must scroll down to review the information.

#### Hotspot Question

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.

The screenshot displays the Microsoft Power Automate interface for a business process flow named "Onboard new pet". The flow is currently inactive. The main workspace shows a sequence of three steps: "Pet Basic Details", "Condition If cat", and "Pet Litter type". The "Condition If cat" step is selected, and its properties are visible in the right-hand pane. The condition is set to "If cat" with the operator "Equals" and the value "Cat" selected from a list of "Dog", "Cat", and "Bird". The status of the flow is "Inactive".

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.

**Answer Area**

To enable the business process flow to pass validation, you should ensure that

the column used to evaluate the condition is added to the preceding stage.
the false side of the condition is connected to a stage.
the stages on each side of the condition are on different tables.

After the flow has been updated to pass validation, when a user starts creating a new pet record, the user will see

one stage.
two stages.
three stages.

**Answer:**

**Explanation:**

**Answer Area**

To enable the business process flow to pass validation, you should ensure that

the column used to evaluate the condition is added to the preceding stage.
the false side of the condition is connected to a stage.
the stages on each side of the condition are on different tables.

After the flow has been updated to pass validation, when a user starts creating a new pet record, the user will see

one stage.
two stages.
three stages.

**Explanation:**

To enable the business process flow to pass validation, you should ensure that - The false side of the condition is connected to a stage. A business process flow (BPF) must have all possible outcomes leading to a valid stage. In the given BPF, only the true condition (if the pet is a cat) is leading to a stage. However, the false condition (for dogs and birds) must also be connected to a stage to avoid validation errors.

After the flow has been updated to pass validation, when a user starts creating a new pet record, the user will see - Two stages The process starts with the Basic Details stage. If the pet is a cat, it moves to the Litter Type stage. If the pet is not a cat, the process would still need to continue but may follow a different path. Since only two stages are visible in the design, the user will see two stages.

**NEW QUESTION # 55**

**Hotspot Question**

You are a Dynamics 365 Sales administrator. You set the fiscal year to begin in January.

A sales manager needs a monthly forecast for the next three years that starts in August of the next year.


You need to configure the forecast using the fewest number of forecasts.

How should you configure each requirement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

**Answer Area**

Requirement	Configuration
How many forecasts are needed?	<input type="text" value="1"/> <ul style="list-style-type: none"> <li>1</li> <li>3</li> <li>4</li> <li>5</li> </ul>
What is the starting period for the forecast?	<input type="text" value="current year"/> <ul style="list-style-type: none"> <li>current year</li> <li>next year</li> <li>last year of the forecast</li> <li>last open year</li> </ul>
How many periods are needed?	<input type="text" value="12"/> <ul style="list-style-type: none"> <li>12</li> <li>36</li> <li>48</li> <li>60</li> </ul>




**Answer:**

Explanation:

**Answer Area**

Requirement	Configuration
How many forecasts are needed?	<input type="text" value="1"/> <ul style="list-style-type: none"> <li>1</li> <li>3</li> <li>4</li> <li>5</li> </ul>
What is the starting period for the forecast?	<input type="text" value="next year"/> <ul style="list-style-type: none"> <li>current year</li> <li>next year</li> <li>last year of the forecast</li> <li>last open year</li> </ul>
How many periods are needed?	<input type="text" value="36"/> <ul style="list-style-type: none"> <li>12</li> <li>36</li> <li>48</li> <li>60</li> </ul>



Explanation:

How many forecasts are needed? - 1

Since the requirement is for a continuous forecast spanning three years, a single forecast covering the entire period is the most efficient option.

What is the starting period for the forecast? - Next year

The forecast must start in August of the next year, so selecting "Next year" ensures that the forecast starts in the correct timeframe.

How many periods are needed? - 36

The forecast is monthly for three years. Since there are 12 months per year, the total number of periods required is 36 months.

### NEW QUESTION # 56

You need to configure search to ensure the administrators can find all records which reference Corgis. Which action must you perform?

- A. For all relevant tables, ensure that the Can enable sync to external search index setting is False.
- B. Add columns to be searched to the Lookup view for each relevant table.
- C. Within system settings, select up to 10 relevant tables.
- D. Within the solution, ensure all relevant tables are indexed.

**Answer: D**

Explanation:

\* To enable comprehensive search capabilities for administrators to find all records referencing specific terms (such as "Corgis"), it is essential to ensure that all relevant tables are indexed.

\* In Dynamics 365, configuring search functionality for specific tables involves setting up the tables to be searchable, which can be done by indexing them within the solution.

\* Indexing relevant tables makes them accessible in the search feature and ensures all fields within those tables can be searched, allowing for quick retrieval of records that reference specific terms.

\* System settings (Option A) is limited to selecting up to 10 tables and is more about quick search rather than full indexing. The sync to external search index setting (Option C) is for integration with external search tools and does not directly impact internal search capabilities.

\* Adding columns to the Lookup view (Option D) affects how lookups work but does not influence full-text search results.

References from Microsoft Documentation:

\* For configuring search indexing, refer to Configure relevance search in Dynamics 365 for more information on indexing tables to enhance search capabilities.

### NEW QUESTION # 57

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question in this section, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You use business process flows for all Dynamics 365 opportunities.

Some opportunities are closed before business process flow durations are calculated.

You need to ensure that business process flow duration values are calculated.

Solution: Change the opportunity to an inactive state.

Does this meet the goal?

- A. No
- B. Yes

**Answer: A**

Explanation:

Changing an opportunity to an inactive state does not trigger the calculation of business process flow duration values. The business process flow duration is calculated based on the active duration of the business process flow stages while the opportunity is active.

### NEW QUESTION # 58

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