

# Microsoft MB-280 Prüfungsaufgaben - MB-280 Originale Fragen



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Viele auf die Microsoft MB-280 Prüfung vorbereitende Prüfungsteilnehmer haben schon ins Berufsleben eingestiegen. Und manche davon stehen jetzt vor Herausforderungen anderer Sachen. Deshalb bieten wir die Prüfungsteilnehmer die effizienteste Methode für die Vorbereitung der Microsoft MB-280. Um Sie unbesorgt unsere Produkte kaufen zu lassen, bieten wir noch kostenlose Demos von verschiedenen Versionen der Microsoft MB-280. Wir haben schon zahllosen Prüfungskandidaten geholfen, Microsoft MB-280 Prüfung zu bestehen. Wir hoffen Ihnen, auch die Vorteile unserer Produkte zu empfinden.

In diesem Zeitalter des Internets gibt es viele Möglichkeiten, Microsoft MB-280 Zertifizierungsprüfung vorzubereiten. Pass4Test bietet die zuverlässigsten Zertifizierungsfragen und Antworten, die Ihnen helfen, Microsoft MB-280 Zertifizierungsprüfung zu bestehen. Pass4Test haben eine Vielzahl von Microsoft MB-280 Zertifizierungsprüfungen. Wir werden alle Ihrer Wünsche über IT-Zertifizierungen erfüllen.

>> Microsoft MB-280 Prüfungsaufgaben <<

## Microsoft MB-280 Originale Fragen, MB-280 Online Prüfungen

Wenn Sie ein Ziel haben, sollen Sie Ihr Ziel ganz mutig erzielen. Jeder IT-Fachmann wird mit den jetzigen einfachen Lebensverhältnissen zufrieden sein. Der Druck in allen Branchen und Gewerben ist sehr groß. In der IT-Branche ist es auch so. Wenn Sie ein Ziel haben, sollen Sie mutig Ihren Traum erfüllen. Auch in der Microsoft MB-280 Zertifizierungsprüfung herrscht große Konkurrenz. Durch die Microsoft MB-280 Prüfung wird Ihre Berufskarriere sicher ganz anders. Eine glänzende Zukunft wartet schon auf Sie. Unser Pass4Test bietet Ihnen die genauesten und richtigsten Microsoft MB-280 Schulungsunterlagen und Ihnen helfen, die Zertifizierungsprüfung zu bestehen und Ihr Ziel zu erreichen.

### Microsoft MB-280 Prüfungsplan:

Thema	Einzelheiten
Thema 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>
Thema 2	<ul style="list-style-type: none"><li>Implement Dynamics 365 Sales: This section focuses on the essential processes for setting up and managing Dynamics 365 Sales effectively for Dynamics 365 Sales Professionals.</li></ul>
Thema 3	<ul style="list-style-type: none"><li>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.</li></ul>

- Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.

## Microsoft Dynamics 365 Customer Experience Analyst MB-280 Prüfungsfragen mit Lösungen (Q98-Q103):

### 98. Frage

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 Hospital A. 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. Open the HospitalB record and assign the nurse to a task activity.
- **B. Open the contact record for the nurse and create a connection to HospitalB.**
- C. Create business units for HospitalA and HospitalB. Open the contact record for the nurse and assign it to a user in HospitalB.
- D. 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.

**Antwort: B**

Begründung:

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.

### 99. Frage

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 are reviewing a Dynamics 365 implementation for your customer.

During the review, the customer tells you that they want a central search function which displays results by relevance.

You need to prepare to configure Dataverse search for the implementation.

Solution: Recognize that when you enable Dataverse search, it is enabled for all model-driven apps.

Does this meet the goal?

- **A. No**
- B. Yes

**Antwort: A**

Begründung:

Correct:

\* Recognize that when you enable Dataverse search, it is enabled for all model-driven apps.

Turning on Dataverse search allows global search in all model-driven apps in that environment and allows generative AI experiences to work.

Incorrect:

\* Ensure that any tables you wish to display results from are included in the model-driven apps.

\* Ensure that you add columns to the search criteria by editing the Advanced Find view for each table.

Reference:

<https://learn.microsoft.com/en-us/power-platform/admin/configure-relevance-search-organization>

### 100. Frage

You manage a Dynamics 365 Sales environment where users can only view and edit their own records.

User2 is assisting with User1's opportunities while User1 is on vacation. User1 remains the owner of User1's opportunities.

User2 has reported that they CANNOT update User1's opportunities.

You need to diagnose the issue.

What should you do?

- A. Ensure User2 is added to the Owner team.
- B. Ensure the record is assigned to User2.
- C. Ensure User2 is added to the Sales team.
- **D. Ensure User2 is added to an Access team.**

**Antwort: D**

Begründung:

Dynamics 365 Sales uses the Opportunity Sales Access Team template to provide access to the opportunity record to all the users connected under the Sales team connection role category. A salesperson who might not have access to a given opportunity record by their assigned security role privileges can still get access when added as a sales team member from this subgrid. This allows the sales team member users to access and work with the opportunity record in Dynamics 365 on a per-record basis. Similarly, when an existing sales team member is deleted from the subgrid, the access to the opportunity record granted via the access team template is also removed.

Note: Use access teams and owner teams to collaborate and share information When to use access teams The teams are dynamically formed and dissolved. This typically happens if the clear criteria for defining the teams, such as established territory, product, or volume aren't provided.

The team members require different access rights on the records. You can share a record with several access teams, each team providing different access rights on the record. For example, one team is granted the Read access right on the account and another team, the Read, Write and Share access rights on the same account.

A unique set of users requires access to a single record without having an ownership of the record.

Reference:

<https://learn.microsoft.com/en-us/dynamics365/sales/stakeholders-sales-team-members>

<https://learn.microsoft.com/en-us/dynamics365/customerengagement/on-premises/developer/use-access-teams-owner-teams-collaborate-share-information>

### 101. Frage

Your sales team lacks important information on the Opportunity Close form.

You need to update the form.

Which out-of-the-box role must you have?

- **A. System administrator**
- B. Sales manager
- C. Global administrator
- D. System customizer

**Antwort: A**

Begründung:

To update the Opportunity Close form in Dynamics 365 Sales, you need a role that allows modification of system entities, including the Opportunity entity and its associated forms. The System administrator role provides full access to all customization features in Dynamics 365, including modifying forms, fields, and layouts.

### 102. Frage

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.

Scenario	Privilege
Add notes to leads	<input type="checkbox"/> Leads owned by people in your business unit only <input type="checkbox"/> Leads owned by you only <input type="checkbox"/> Leads owned by anyone in your organization
Assign leads to other users	<input type="checkbox"/> Leads owned by your business unit and its child business units only <input type="checkbox"/> Leads owned by people in your business unit only <input type="checkbox"/> Leads owned by anyone in your organization

Antwort:

Begründung:

Scenario	Privilege
Add notes to leads	<input checked="" type="checkbox"/> Leads owned by people in your business unit only <input checked="" type="checkbox"/> Leads owned by you only <input type="checkbox"/> Leads owned by anyone in your organization
Assign leads to other users	<input checked="" type="checkbox"/> Leads owned by your business unit and its child business units only <input checked="" type="checkbox"/> Leads owned by people in your business unit only <input type="checkbox"/> Leads owned by anyone in your organization

### 103. Frage

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