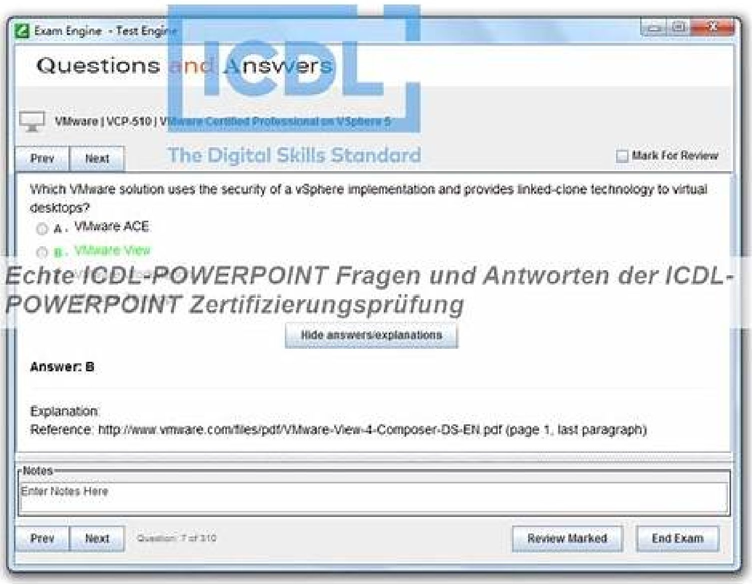
Echte MB-280 Fragen und Antworten der MB-280 Zertifizierungsprüfung



2026 Die neuesten Zertpruefung MB-280 PDF-Versionen Prüfungsfragen und MB-280 Fragen und Antworten sind kostenlos verfügbar: https://drive.google.com/open?id=1Lm6hu2QccCSo2ugU3YdEc2oJ1oBtlpvh

Wenn Sie sich noch anstrengend um die MB-280 Zertifizierungsprüfung bemühen, dann kann Zertpruefung in diesem Moment Ihnen helfen, Problem zu lösen. Zertpruefung bietet Ihnen Schulungsunterlagen von hoher Qualität, damit Sie die Prüfung bestehen und exzellentes Mitglied der Microsoft MB-280 Zertifizierung werden können. Wenn Sie sich entscheiden, durch die Microsoft MB-280 Zertifizierungsprüfung sich zu verbessern, dann wählen Sie bitte Zertpruefung. Zertpruefung zu wählen ist keinesfalls nicht falsch. Unser Zertpruefung verspricht, dass Sie beim ersten Versuch die Microsoft MB-280 Zertifizierungsprüfung bestehen und somit das Zertifikat bekommen können. So können Sie sich sicher verbessern.

Microsoft MB-280 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• Implement Security and Customizations in Dynamics 365 Sales: This section addresses the implementation of security measures and customization options within Dynamics 365 Sales for Dynamics 365 Sales Professionals.
Thema 2	• 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.
Thema 3	• 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.
Thema 4	• 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.
Thema 5	• Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.

>> MB-280 Deutsch <<

MB-280 Pruefungssimulationen, MB-280 Testengine

Wünschen Sie nicht großen Erfolg in Ihrem Arbeitsleben machen? Wenn ja, sollen Sie jetzt sich verbessern. Und wie kann Ihre selbe Fähigkeit in IT-Industrie sich verbessern? Es ist eine gute Weise, die Microsoft MB-280 Zertifizierungsprüfung abzulegen. Die Microsoft Zeritizierungsprüfung ist eine sehr wichtige Zertifizierung, deshalb gibt es immer mehr Microsoft Prüfungskandidaten.

Microsoft Dynamics 365 Customer Experience Analyst MB-280 Prüfungsfragen mit Lösungen (Q22-Q27):

22. Frage
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.
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 BDM3 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.

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.
Drag and Drop Question
You need to configure a new Customer Insights - Journeys form to satisfy the digital sales team lead's request.
Which five required actions should you perform in sequence? To answer, move the five appropriate actions from the list of actions to the answer area.
Arrange the five actions in the correct order.

Antwort:

Begründung:

Explanation:
Create a new form: The first step is to establish a new form for collecting lead information.
Select a form template: Choosing an appropriate template ensures that the form aligns with the desired layout and functionality.
Set the form target audience to leads: This action defines who the form is intended for, ensuring that it collects information from the right audience.
Set the form duplicate records strategy to the custom form matching strategy: This step is crucial for handling duplicates effectively, as specified by the digital sales team.
Publish the form: Finally, publishing the form makes it live and accessible for use in lead generation.

23. Frage
You are customizing a workspace in the sales accelerator.
The workspace must display the industry of a company.
You need to configure the work item appearance for a company.
Which two settings should you modify? To answer, select the appropriate UI element in the answer area.
NOTE: Each correct selection is worth one point.

Antwort:

Begründung:

24. Frage
A company's IT department has a .CSV file stored on one of their Shared Documents folders within their Microsoft SharePoint sites. The data from the .CSV file is ingested into Dynamics 365 Customer Insights - Data.
The file contains a row header and columns of different types, such as quantities and prices. The file also contains some rows with a high proportion of nulls.
You need to clean and transform the data in Customer Insights - Data to be ready for unification.
Solution: Transform the first row to be used as headers. Define column types to be appropriate field types and name the query. Create a full name and full address columns by merging the appropriate columns if they exist. Select Next and your data is now ready for unification.
Does this meet the goal?

- A. Yes
- B. No

Antwort: B

Begründung:
* This solution also includes transforming headers and defining column types, along with creating merged columns. However, it still does not remove rows with a high proportion of nulls. Addressing null values is important for data quality and ensuring accurate unification.
* Without removing rows with many nulls, the data may still have integrity issues that could impact the unification process. As a result, this solution does not completely meet the goal.

25. 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.
A company's IT department has a .CSV file stored on one of their Shared Documents folders within their Microsoft SharePoint sites. The data from the .CSV file is ingested into Dynamics 365 Customer Insights - Data.
The file contains a row header and columns of different types, such as quantities and prices. The file also contains some rows with a high proportion of nulls.
You need to clean and transform the data in Customer Insights - Data to be ready for unification.
Solution: Transform the first row to be used as headers, define column types to be the appropriate field types and name the query. Select Next and your data is now ready for unification.
Does this meet the goal?

- A. Yes
- B. No

Antwort: B

Begründung:
Solution removes all rows with null values, which can lead to significant data loss, especially if those rows contain important information.
It may compromise data quality by eliminating rows, which can impact analysis and insights.

26. Frage
You are using a forecast template.
You must configure the forecast by territory.
You need to configure the forecast parameters.
Which parameter should you configure?

- A. Rollup table
- B. Top of hierarchy
- C. Hierarchy relationship

- D. Hierarchy table

Antwort: C

Begründung:
Define a forecast model
Define the entities that must be used to generate the forecast.
1. In the General step of the Forecast configuration page, define the fields that should be used for the forecast.
[Steps 2 to 6 omitted]
7. Select a Rollup to hierarchy relationship.
This step establishes a relationship between the rollup and hierarchy entities. Each forecast template starts with a default rollup to hierarchy relationship:
Choose different values to support your organization's specific requirements if needed.
Note: Select a template
The fastest way to create a forecast is to use a template. The template that you select defines how the forecast groups data.
On the Forecast configurations page, select one of the following templates:
Org chart forecast: Rollup columns and projections are based on your organization's reporting structure. This template uses the Manager field of the User entity for the hierarchy.
Product forecast: Rollup columns and projections are based on the product hierarchy.
*-> Territory forecast: Rollup columns and projections are based on the sales territory hierarchy.
Reference:
https://learn.microsoft.com/en-us/dynamics365/sales/define-general-properties-scheduling-forecast

27. Frage
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www.stes.tyc.edu.tw, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, myportal.utt.edu.tt, hhi.instructure.com, www.quora.com, Disposable vapes

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