

# MB-280 test braindumps & MB-280 exam questions & MB-280 exam guide



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## Microsoft MB-280 Exam Syllabus Topics:

Topic	Details
Topic 1	<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>
Topic 2	<ul style="list-style-type: none"> <li>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.</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>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>

>> MB-280 Pass Leader Dumps <<

## 100% Pass Quiz High-quality Microsoft - MB-280 - Microsoft Dynamics 365 Customer Experience Analyst Pass Leader Dumps

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## Microsoft Dynamics 365 Customer Experience Analyst Sample Questions (Q46-Q51):

### NEW QUESTION # 46

You use document management in Dynamics 365 Sales. You use a single, parent SharePoint site collection with several child site records configured for each geographical region.

You make a change on SharePoint to rename one of the child sites.

You need to ensure the document management capabilities continue to function for all associated records. What should you do?

- A. Update the absolute URL.
- **B. Update the relative URL.**
- C. Create a new document location.
- D. Create a new site record.

**Answer: B**

Explanation:

Since a child site within the existing SharePoint site collection has been renamed, the best approach is to update the relative URL in Dynamics 365 Sales. The relative URL defines the path within the parent site and must match the new name to ensure document management continues to function correctly.

#### NEW QUESTION # 47

Your organization has customized Dynamics 365 Sales to allow sales users to create account plans on existing accounts. The Account table has a one-to-many relationship with the Custom Account Plan table.

To comply with privacy laws, your organization needs to delete inactive account records after two (2) years.

Some account managers noticed that when they delete accounts, linked account plans are also deleted. Account managers want to be able to use these account plans as references.

You need to ensure that when accounts are deleted, the accounts plans are NOT deleted.

Which type of behavior should you set on the delete action in the relationship between accounts and account plans?

- A. Cascade All
- B. Remove Link
- **C. Restrict**
- D. Cascade Active

**Answer: C**

Explanation:

Configure table relationship cascading behavior

The CascadeConfiguration class or CascadeConfiguration complex type) contains the properties representing actions that may be performed on the referenced table in the one-to-many relationship. Each property can be assigned one of the values of the CascadeType enum type.

\* Restrict

Prevent the Referenced table record from being deleted when referencing tables exist.

Incorrect:

\* Cascade All

Perform the action on all referencing table records associated with the referenced table record.

\* Cascade Active

Perform the action on all active referencing table records associated with the referenced table record.

\* Remove Link

Remove the value of the referencing column for all referencing table records associated with the referenced table record.

Reference:

<https://learn.microsoft.com/en-us/power-apps/developer/data-platform/configure-entity-relationship-cascading-behavior>

#### NEW QUESTION # 48

A company must decide whether to use push notifications or assistant cards in the Dynamics 365 Sales mobile app.

You need to recommend which functionality the company should use based on its scenarios.

Which functionalities should you recommend? To answer, move the appropriate functionalities to the correct requirements. Each functionality may be used once, more than once, or not at all. You may need to move the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

**Answer:**

Explanation:

### NEW QUESTION # 49

You need to create a custom insight card to display tier change notifications per the global sales lead's request. Which five 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.

**Answer:**

Explanation:

### NEW QUESTION # 50

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution. Determine whether the solution meets 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 configure forecasts for a clothing manufacturer.

A salesperson updates an opportunity and wants to refresh the forecast.

You need to show the salesperson how to refresh the forecast.

Solution: Recalculate the opportunity.

Does this meet the goal?

- A. No
- B. Yes

**Answer: A**

Explanation:

Correct:

\* Recalculate the forecast

Incorrect:

\* Recalculate the opportunity.

\* Update the Opportunity Forecast Category Mapping process.

Note:

Example of forecast recalculation methods

Let's understand the different methods with an example. Consider a scenario where you have a forecast with 4 quarterly periods and an annual period. Assume that you're currently in Q4. The following table shows when and how the forecast data is updated for different scenarios and periods.

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Dynamics 365 Sales, Recalculate forecasts manually

You want the forecast data to be up-to-date to make informed decisions. Forecast data is automatically recalculated at regular intervals. However, you can trigger a manual recalculation when you want to recalculate the forecast data immediately. You can also trigger a manual recalculation for past and future periods as they aren't automatically recalculated.

Recalculate and refresh forecast data manually

1. Open the forecast. Verify the Last updated timestamp on the command bar to know when the forecast was last recalculated successfully.

2. Select Recalculate data.

A notification appears at the top of the screen, confirming the recalculation. Recalculation happens in the background, and you can continue to work while recalculation is in progress.

3. After the application recalculates the forecast data, a notification appears to refresh the data. On the notification, select Refresh page.

Reference:

<https://learn.microsoft.com/en-us/dynamics365/sales/keep-forecast-data-up-to-date>

<https://learn.microsoft.com/en-us/dynamics365/sales/forecast-recalculation-methods>

### NEW QUESTION # 51

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