

# Microsoft MB-280 Prüfungsaufgaben, MB-280 Schulungsangebot



2026 Die neuesten Pass4Test MB-280 PDF-Versionen Prüfungsfragen und MB-280 Fragen und Antworten sind kostenlos verfügbar: <https://drive.google.com/open?id=1b8TnALb04Q6Q4uzNw4jJsoTATIAZu-GE>

In den letzten Jahren ist die Konkurrenz in der IT-Branche immer heftiger geworden. IT-Zertifizierung ist ganz notwendig in der IT-Branche. Wenn Sie im Beruf eine gute Beförderungsmöglichkeit bekommen wollen, können Sie die Schulungsunterlagen zur Microsoft MB-280 Zertifizierungsprüfung von Pass4Test wählen, um die MB-280 Zertifizierungsprüfung zu bestehen. Unsere Schulungsunterlagen enthalten alle Fragen, die die Microsoft MB-280 Zertifizierungsprüfung erfordert. So können Sie die MB-280 Prüfung 100% bestehen.

## Microsoft MB-280 Prüfungsplan:

Thema	Einzelheiten
Thema 1	<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>
Thema 2	<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>
Thema 3	<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>

>> Microsoft MB-280 Prüfungsaufgaben <<

## Echte und neueste MB-280 Fragen und Antworten der Microsoft MB-280 Zertifizierungsprüfung

Pass4Test ist eine Website, die Bedürfnisse der Kunden abdecken kann. Diejenigen, die unsere Simulationssoftware zur Microsoft MB-280 IT-Zertifizierungsprüfung benutzt und die Prüfung betanden haben, sind unsere Stammgäste geworden. Pass4Test stellt Ihnen die fortschrittliche Ausbildungstechnik zur Verfügung, die Ihnen beim Bestehen der Microsoft MB-280 Zertifizierungsprüfung hilft.

## Microsoft Dynamics 365 Customer Experience Analyst MB-280 Prüfungsfragen mit Lösungen (Q133-Q138):

### 133. Frage

You are a Dynamics 365 Sales administrator. You configure a forecast template that uses the Forecast category as a starting point for a layout for the sales team. The sales manager wants the value of the Lost column to come from the Total Detail Amount instead of the default value because the revenue is always driven by the items. You need to make the change. What should you do?

- A. Create a new forecast, remove the Lost column, and add a new calculated column.
- B. Create a new forecast and update the Amount column in the layout.
- **C. Edit the existing forecast and update the Amount column in the layout.**
- D. Edit the existing forecast, remove the Lost column, and add a new calculated column.

**Antwort: C**

Begründung:

Since the sales manager wants the Lost column in the forecast to reflect the Total Detail Amount, which is item-driven, you should update the Amount column in the existing forecast layout.

By editing the existing forecast and changing the source for the Amount column to the Total Detail Amount, you can ensure the forecast accurately reflects item-based revenue calculations without needing to create a new forecast or add calculated columns.

Reference: Microsoft Documentation - Configure Forecasts in Dynamics 365 Sales

### 134. Frage

A company has three business units. User privileges are set to ensure that users can only see records owned by their own business units.

If a contact is needed for all business units, one contact record must be created for each business unit. A contact is considered a duplicate if the First , Last Name, Email or Preferred Phone, and Business Unit columns match.

Name

You must ensure that duplicate records are NOT created for contacts.

You need to create the duplicate detection rules.

Which two filters should you configure? Each correct answer is part of the complete solution.

(Choose two.)

NOTE: Each correct selection is worth one point.

- **A. First Name and Last Name and Email and Business Unit**
- B. First Name and Last Name and Owner
- **C. First Name and Last Name and Preferred Phone and Business Unit**
- D. First Name and Last Name and Email
- E. First Name and Last Name and Preferred Phone

**Antwort: A,C**

Begründung:

First Name, Last Name, and Business Unit must be match in both filter.

Additionally Preferred Phone in one of the filters.

Also Email in the other filter.

### 135. Frage

You are creating a pricing list in Dynamics 365 Sales. All prices must end in You need to select the function that establishes this pricing requirement. What should you use?

- A. Rounding Amount
- **B. Rounding Policy**
- C. Percentage
- D. Pricing Method

**Antwort: B**

Begründung:

In Dynamics 365 Sales, the Rounding Policy feature allows you to control how pricing values are rounded, such as ensuring prices end in specific digits (e.g., nearest whole number or a specified decimal value).

The Rounding Policy can be configured to automatically adjust prices to the nearest whole value or any other desired rounding

amount, ensuring consistency with pricing requirements.

This feature is especially useful for scenarios where pricing must conform to specific formats, such as all prices ending in "0" or "5."

Reference: Microsoft Documentation - Configure Rounding Policies for Price Lists

### 136. Frage

You have opportunities that have values in multiple currencies. You manually update currency exchange rates once per month. You need to ensure that currency values are accurately reported. When is the new currency exchange rate applied to the opportunity records?

- A. When the calculate rollup field system job for the msdyn\_projectteam table runs.
- B. When an opportunity changes the status.
- C. When an opportunity changes the status reason.
- D. When the calculate rollup field system job for the account table runs.

**Antwort: C**

Begründung:

\* In Dynamics 365 Sales, currency exchange rates are applied to opportunity records when specific triggers occur. These exchange rates are updated manually on a periodic basis (e.g., once a month) to reflect current currency values.

\* Exchange rates are recalculated for an opportunity when there is a change in the status reason (e.g., from open to won or lost). This trigger ensures that the most recent exchange rate is used when key changes occur in the opportunity lifecycle, maintaining accurate currency reporting.

### 137. Frage

An organization is using Microsoft Power Query when connecting to data sources in Dynamics

365 Customer Insights - Data.

You need to load contacts to Customer Insights - Data using Power Query.

Which is an appropriate action to take when using Power Query to ingest data?

- A. You can only add additional columns to the dataset in Power Query before the data source is created in Customer Insights - Data.
- B. You can add additional tables to the data source using Get Data functionality in the Power Query.
- C. You must create a separate Power Query data source for each table you wish to ingest.
- D. After you save a Power Query data source, you have to manually trigger the initial refresh process.

**Antwort: B**

Begründung:

When using Power Query in Dynamics 365 Customer Insights - Data, you have the flexibility to add additional tables to your data source through the Get Data functionality. This allows you to manage multiple tables and sources efficiently within a single Power Query environment.

### 138. Frage

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Pass4Test ist führend in der neuesten Microsoft MB-280 Zertifizierungsprüfung und Prüfungsvorbereitung. Unsere Ressourcen werden ständig überarbeitet und aktualisiert mit einer engen Verknüpfung. Wenn Sie sich heute auf die Microsoft MB-280 Zertifizierungsprüfung vorbereiten, sollen Sie bald die neueste Schulung beginnen und die nächste Prüfungsfragen bestehen. Weil die Mehrheit unserer Fragen monatlich aktualisiert ist, werden Sie die besten Ressourcen mit marktfrischer Qualität und Zuverlässigkeit bekommen.

**MB-280 Schulungsangebot:** <https://www.pass4test.de/MB-280.html>

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