

AB-210 Latest Version - AB-210 Reliable Test Pdf

AVID MC 210 Certification COMPLETE EXAM LATEST VERSION 2026-2027 QUESTIONS AND 100% Verified ANSWERS

QUESTION:

How would you search all the comments that have been placed along with all the Markers that have been placed into anything in the project?

Open the Markers Window > Type in the word you're searching for > Click the Find button.
File menu > Search Markers.

Open the Find Window > Enable the Markers button > Type in the word you're searching for > Click the Find button.

Timeline menu > Search Markers.

None of the above. - answer>>>Open the Find Window > Enable the Markers button > Type in the word you're searching for > Click the Find button.

BACKGROUND:

There are many different "Color Spaces." Each different Color Space is able to reproduce some of the colors that the human eye can see. Luckily, for all of us, we only have to focus on 2 of them at the moment.

The two (2) Color Spaces are broadly the following:

1. Computer Monitors

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Microsoft AB-210 Exam Syllabus Topics:

Section	Weight	Objectives
Extend and enhance Sales	10–15%	- Create Power Platform components (Power Automate, Power Apps, Power BI)
Optimize AI-driven sales	20–25%	- Deploy and configure Sales mobile app and Teams calling - Set up conversational intelligence and forecasting - Configure predictive scoring and relationship intelligence - Prepare and deploy AI agents in Sales - Design AI-first sales strategy with Copilot and agents
Develop deals using intelligent opportunity research	25–30%	- Optimize opportunity management and pipeline views - Configure Sales Close Agent and interpret actions - Configure and use Sales Research Agent insights
Qualify and prioritize leads using AI	15–20%	- Configure lead and opportunity experience - Configure Sales Qualification Agent and monitor its performance - Fine-tune predictive scoring model

Configure Dynamics 365 Sales core features for AI	15–20%	- Configure timeline and data import/export - Configure mailboxes and business process flows - Examine Sales security model - Evaluate prerequisites for deploying Sales
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Microsoft AB-210 Reliable Test Pdf, AB-210 Latest Exam Duration

All kinds of exams are changing with dynamic society because the requirements are changing all the time. To keep up with the newest regulations of the Accelerating Sales Pipelines with AI in Dynamics 365 exam, our experts keep their eyes focusing on it. Expert team not only provides the high quality for the AB-210 Quiz guide consulting, also help users solve problems at the same time, leak fill a vacancy, and finally to deepen the user's impression, to solve the problem of Accelerating Sales Pipelines with AI in Dynamics 365 test material and no longer make the same mistake.

Microsoft Accelerating Sales Pipelines with AI in Dynamics 365 Sample Questions (Q18-Q23):

NEW QUESTION # 18

Case Study 2 - Contoso Ltd

Background

Contoso Ltd. is a global technology distributor headquartered in Redmond, Washington. The company sells networking equipment, cloud infrastructure, and managed services to enterprise customers across North America and Europe.

Contoso Ltd. currently manages its sales operations by using Microsoft Dynamics 365 Sales and plans to enable Sales Insights in the future.

The leadership team wants to modernize the sales organization by introducing capabilities that help sellers prioritize leads, analyze opportunities, and accelerate deal closure.

The company has approximately 150 field sellers, 40 insider sellers, 20 sales managers, and a central IT team responsible for configuring the sales platform. Contoso Ltd.'s executive leadership has defined the following goals for the new sales platform implementation:

Improve seller productivity by reducing manual research and data entry.

Use AI insights to prioritize leads and opportunities.

Provide automated recommendations to sales representatives throughout the deal lifecycle.

Improve collaboration between sellers and sales managers.

Current Environment:

Sales platform

Contoso Ltd. uses Microsoft Dynamics 365 Sales integrated with Microsoft 365 services.

The following components are currently deployed:

Component	Status
Dynamics 365 Sales Enterprise	Deployed globally
Dynamics 365 Sales Insights	Planned
Outlook integration	Enabled
Teams	Used for internal collaboration
SharePoint	Used for storing sales documents
Power Automate	Used for simple workflow

Data and lead management

Leads are important for driving new business at Contoso Ltd. They are generated from multiple sources including:

- Marketing automation campaigns
- Website registrations
- Partner referrals
- Trade show contact imports

Marketing teams import lead lists weekly into Dynamics 365 Sales by using spreadsheet imports.

Sellers currently evaluate leads manually.

Sales managers report that this process results in inconsistent prioritization across regions.

Opportunity management

Opportunities are tracked in Dynamics 365 Sales through a defined qualification-to-opportunity lifecycle to ensure accurate reporting.

Sales leadership has requested the Contoso Ltd. IT team to evaluate the following capabilities:

- AI-generated summaries of opportunity records.
- AI-driven research for customer organizations.
- Automated recommendations for closing deals.

Business Requirement:

Contoso Ltd.'s executives have defined the following business requirements:

Lead management

Inside sellers must use a seller engagement workspace that prioritizes leads automatically based on predicted likelihood to convert.

All sellers are guided through a consistent set of qualification steps aligned to Contoso Ltd.'s sales strategy.

Leads cannot be advanced to the development stage until a decision maker has been confirmed.

Sales leadership requires flexibility in how leads are converted. Inside sales need automatic opportunity creation. Field sellers need the option to manually decide whether an opportunity should be created when a lead is qualified.

Lead scoring must be implemented to help sellers identify high potential leads automatically.

Lead scoring must continuously improve based on historical sales outcomes.

Opportunity development

The opportunity flow must be improved by using AI-driven research and automated insights.

Field sellers must be able to access contextual research about customers and competitors while working on opportunities.

Opportunity records must display AI-generated summaries to reduce the time required to review historical activities.

Field sellers must use the Opportunity pipeline view to visualize, prioritize, and manage opportunities.

All opportunity revenue must be calculated using opportunity line items based on selected Contoso Ltd.'s products and standard pricing.

Sales managers must receive an external quarterly competitive intelligence brief to help with their research. This should be delivered as a PDF document.

Sales performance

Sales managers require improved pipeline and revenue forecasting capabilities. The managers need to report on their business performance and use insights, visuals, and recommended next actions.

The new solution must provide the following:

- Allow sales managers to configure forecasts for opportunity pipelines.
- Notify the seller's manager when a draft quote is created and requires approval.
- Allow leadership to track performance against revenue goals.
- Ask questions about Dynamics 365 Sales data to support executive analysis and decision making.
- Support data definitions used at Contoso Ltd. when reporting.

Technical Requirement:

Contoso Ltd.'s IT department defines the following priorities for the sales platform.

AI capabilities

The platform must support the following AI features:

- Lead scoring to guide sellers to priority items.
- Opportunity research insights to prepare deal analysis.
- Copilot-generated summaries of sales records to help with decision making.
- AI-powered research and analytics to aid leadership reporting.
- When performing sales research, sales managers must be able to save their favorite prompts.

Automation

Automation must be implemented to guide sellers through recommended next steps during the sales cycle.

Any approvals must use the Power Automate Approvals connector.

Field sellers use the existing Lead to Opportunity Business Process Flow to manage their leads.

A Power Automate desktop flow is used to process orders into a partner ordering application that completes fulfillment.

Collaboration

All sellers must be able to collaborate by using Teams and store related sales documents in SharePoint.

AI-driven insights

The company is deploying the Sales accelerator to guide seller activities.

The Sales Research Agent

Sales managers will use the Sales Research Agent to gather intelligence about customer organizations.

The sales managers have the following requirements:

- Must be able to reuse visualizations after they are created; they don't want to recreate them.
- Must have a consistent method to quickly return to a blueprint that they frequently use.
- Must be able to retain a library of questions to receive consistent responses based on definitions approved by the company.
- Should have Bing search enabled on the environment for generative AI feature settings.

Platform extensions

The IT department plan to extend the platform by doing the following:

- Create Power Automate flows to automate seller tasks.
- Embed Power Apps components inside model-driven forms.
- Embed Power BI reports for sales analytics.

Testing

The IT department is testing predictive lead scoring with a small group of sellers.

The IT department edits the existing lead scoring model by adding new fields.

Issues:

Users have reported the following issues:

- Field sellers spend a significant amount of time researching customers before engaging with prospects.
- Sales managers cannot easily identify the most promising opportunities across regions.
- Lead prioritization varies significantly between sales teams.
- Testers report they cannot access the field changes in the lead score.
- A sales manager generated a blueprint but forgot the competitive intelligence brief.

You need to resolve the competitive intelligence brief issue for the sales manager.

What three actions should you do? Each correct answer presents part of the solution. Choose three.

- **A. Add a data source.**
- B. Upload the competitive intelligence brief as a CSV file.
- **C. Upload the competitive intelligence brief as a PDF file.**
- **D. Regenerate the canvas.**
- E. Refresh the canvas.

Answer: A,C,D

Explanation:

The issue is that the sales manager already generated a Sales Research Agent blueprint but forgot to include the quarterly competitive intelligence brief. The brief is an external document and the case study states it is delivered as a PDF document, so the correct first content action is to upload the competitive intelligence brief as a PDF file, not CSV. Microsoft's Sales Research Agent documentation states that users can select Add data to upload files including CSV, Excel, or PDF to augment research with additional data.

The second required action is to add a data source, because the competitive intelligence brief is not part of the default Dynamics 365 Sales data. Sales Research Agent connects to Dynamics

365 Sales data by default, but additional external files must be added as supporting data sources before they can influence the analysis. The documentation identifies the Data area as the place where the research data source is specified and where additional data sources can be added.

The final action is to regenerate the canvas/blueprint so the agent reprocesses the analysis using the newly added PDF. Refreshing alone is not the best answer because the problem is not stale data; it is missing context. Regeneration creates updated research output with the new source included.

NEW QUESTION # 19

A company is using Dynamics 365 Sales.

The company is NOT using predictive lead scoring. The company has historical sales records for the last three years.

You need to configure a predictive lead scoring model.

What is the minimum number of records required?

- **A. 40 qualified leads and 40 disqualified leads**
- B. 40 qualified leads and 40 lost opportunities
- C. 40 qualified leads and 40 won opportunities

Answer: A

Explanation:

The minimum dataset for a predictive lead scoring model is 40 qualified leads and 40 disqualified leads .

Microsoft's Dynamics 365 Sales documentation states that an organization must have created and closed at least 40 qualified and 40 disqualified leads within the selected training period to train the model. The broader lead and opportunity scoring documentation confirms the same threshold and distinguishes lead scoring from opportunity scoring: lead scoring requires qualified and disqualified leads, while opportunity scoring requires won and lost opportunities.

This distinction is critical. Predictive lead scoring predicts the likelihood that a lead will qualify or convert based on historical lead outcomes, so the model needs examples of both successful and unsuccessful lead qualification results. Won and lost opportunities are not the correct training records for lead scoring; they apply to predictive opportunity scoring. The question also states that the company has historical sales records for three years, but the model requirement is based on the minimum qualifying lead dataset, not merely the total age of available data. Therefore, the required minimum is 40 qualified leads and 40 disqualified leads .

References/topics: Predictive lead scoring; lead scoring model prerequisites; qualified leads; disqualified leads; AI-driven lead prioritization.

NEW QUESTION # 20

You are preparing to deploy AI agents for a company's sellers.

The company wants to ensure that AI capacity is available before agents begin operating.

You need to configure Dynamics 365 so AI agents can consume AI credits.

Which action should you perform?

- A. Create a new Microsoft Power Platform environment for the agents.
- **B. Assign AI capacity to the Dynamics 365 environment.**
- C. Assign Copilot Studio author permissions to sellers.
- D. Monitor Copilot Credit usage in the Microsoft Power Platform admin center.

Answer: B

Explanation:

The correct action is to assign AI capacity to the Dynamics 365 environment. AI agents and AI-powered features run inside a Power Platform/Dynamics 365 environment, and the environment must have available AI capacity or credits before those features can execute reliably. Microsoft's AI capacity guidance states that once acquired, AI credits can be allocated or assigned to a specific environment, and when an environment has access to the credits, AI features are enabled in that environment. It also states that if consumption exceeds available credits, some features may be blocked.

Option A is wrong because creating a new environment does not automatically provide AI capacity. The existing Dynamics 365 Sales environment can consume AI credits only when capacity is assigned or available to it. Option C is also wrong because Copilot Studio author permissions allow users to design or create agents; that is an authoring permission, not a capacity configuration. Option D is useful after deployment because administrators can monitor consumption in the Power Platform admin center, but monitoring does not make credits available. Microsoft also notes that AI Builder capacity is licensed as an add-on that must be allocated to a Power Platform environment by an administrator.

References/topics: AI capacity allocation; Copilot/AI credits; Power Platform environment capacity; Dynamics 365 Sales AI agents; agent deployment prerequisites.

NEW QUESTION # 21

A sales team contacts customers to promote and sell products.

You need the sales team to place outbound calls directly from Dynamics 365 Sales records using Microsoft Teams.

You need to enable calling directly from records.

What should you configure?

- A. Enable Microsoft Teams meeting integration.
- B. Install the Dynamics 365 Sales mobile app.
- C. Configure phone numbers for outbound calling.
- **D. Enable the Microsoft Teams dialer.**

Answer: D

Explanation:

The correct configuration is to enable the Microsoft Teams dialer. Microsoft's Dynamics 365 Sales documentation states that Microsoft Teams dialer brings Teams calling directly into Dynamics 365 Sales so sellers can make and receive calls without leaving the application. The documented setup path is to go to Sales Hub app settings, open Teams calls, and turn on Teams calls for the selected security roles and apps.

This matches the requirement precisely: the sales team must place outbound calls directly from Dynamics 365 Sales records using Microsoft Teams. Phone numbers and PSTN connectivity are prerequisites for Teams calling, but option A is not the Dynamics 365 Sales feature that enables record-level calling. The mobile app is irrelevant because the question asks for calling from Dynamics 365 Sales records, not mobile access. Teams meeting integration supports meetings and collaboration, but it does not enable click-to-call or Teams dialer calling from Sales records.

Therefore, the required feature is Microsoft Teams dialer.

NEW QUESTION # 22

A company is using Dynamics 365 Sales and Microsoft 365.

The company has the following requirements for sales representatives:

- . Must store opportunity files in a central location.
 - . Must collaborate using chat conversations associated with sales records.
- You need to configure the required integrations.

Which two integrations should you configure? Each correct answer presents part of the solution. Choose two.

NOTE: Each correct selection is worth one point.

- A. Enable conversation intelligence for collaboration.
- B. Configure server-side synchronization with Exchange Online.
- C. Enable OneNote integration.
- **D. Enable Teams conversation collaboration.**
- **E. Configure SharePoint document management.**

Answer: D,E

Explanation:

The correct integrations are SharePoint document management and Teams conversation collaboration.

SharePoint document management is required because the company wants opportunity files stored in a central location. Microsoft's Dynamics 365 Sales SharePoint integration is specifically designed to store documents related to Sales records in SharePoint while allowing users to access, share, and manage those documents from the Sales app. Opportunity is one of the standard Sales records supported for SharePoint document integration.

Teams conversation collaboration is required because sellers must collaborate using chat conversations associated with sales records. Microsoft's Teams chat integration for Dynamics 365 Sales lets sellers start a new Teams chat or connect an existing chat directly to a Sales record, so conversations remain associated with the relevant opportunity, lead, account, or other record.

OneNote integration is for note-taking, not centralized file storage. Conversation intelligence analyzes calls and seller conversations for coaching and insights; it is not the feature for record-linked chat collaboration.

Server-side synchronization with Exchange Online supports email, appointments, contacts, and tasks synchronization, but it does not satisfy the SharePoint file storage or Teams chat association requirements.

References/topics: SharePoint document management; Microsoft Teams chat integration; Dynamics 365 Sales collaboration; Sales record document storage.

NEW QUESTION # 23

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