

Microsoft MB-280 Dumps Reviews | MB-280 Reliable Study Notes



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Microsoft MB-280 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• 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.
Topic 2	<ul style="list-style-type: none">• Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.
Topic 3	<ul style="list-style-type: none">• 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.
Topic 4	<ul style="list-style-type: none">• 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.
Topic 5	<ul style="list-style-type: none">• 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.

MB-280 Reliable Study Notes - New MB-280 Mock Test

With the arrival of a new year, most of you are eager to embark on a brand-new road for success (MB-280 test prep). Now since you have made up your mind to embrace an utterly different future, you need to take immediate actions. Using MB-280 practice materials, from my perspective, our free demo is possessed with high quality which is second to none. This is no exaggeration at all. Just as what have been reflected in the statistics, the pass rate for those who have chosen our MB-280 Exam Guide is as high as 99%, which in turn serves as the proof for the high quality of our practice torrent.

Microsoft Dynamics 365 Customer Experience Analyst Sample Questions (Q131-Q136):

NEW QUESTION # 131

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 use business process flows for all Dynamics 365 opportunities.

Some opportunities are closed before business process flow durations are calculated.

You need to ensure that business process flow duration values are calculated.

Solution: Change the opportunity to an inactive state.

Does this meet the goal?

- A. No
- B. Yes

Answer: A

Explanation:

Changing an opportunity to an inactive state does not trigger the calculation of business process flow duration values. The business process flow duration is calculated based on the active duration of the business process flow stages while the opportunity is active.

NEW QUESTION # 132

You are a Dynamics 365 Sales administrator. You create a forecast by using the forecast category layout shown in the exhibit:



Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic.

NOTE: Each correct selection is worth one point.

Answer Area

Where should you rename the Omitted column to Cancelled for this forecast?

Layout column settings
Forecast Category option set
Forecast view
Layout column settings
Preview grid

Where should you delete the Lost column for this forecast?

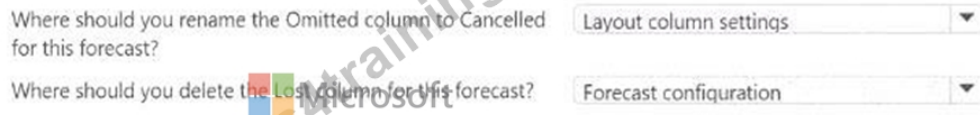
Forecast configuration
Forecast configuration
Forecast configuration filter data
Forecast Category option set value
Forecast view

Answer:

Explanation:



Explanation:
Answer Area



* Renaming the Omitted Column to Cancelled:

* To rename a column in the forecast layout, such as changing Omitted to Cancelled, you should go to Layout column settings. This setting allows you to customize how columns appear in the forecast view, including renaming columns to better match your business terminology.

* Renaming within Layout column settings will directly change how this column is labeled in the user interface for clarity and consistency with business terms.

Reference: Microsoft Documentation - Configure Forecast Layout and Column Settings Deleting the Lost Column from the Forecast:

To remove a column entirely, such as the Lost column, you should adjust the Forecast configuration. This configuration setting allows you to add or remove columns from the forecast grid.

Modifying Forecast configuration affects the structural aspects of the forecast, such as which columns are included, based on what is necessary for reporting and analysis.

Reference: Microsoft Documentation - Configure and Manage Forecasts

By utilizing the Layout column settings for renaming columns and the Forecast configuration for adding or removing columns, you can tailor the forecast layout to meet specific business requirements, ensuring the forecast view is both relevant and easy for users to interpret.

NEW QUESTION # 133

You are a Dynamics 365 Sales administrator. You are setting up a product catalog. You need to configure the base unit group. Which quantity or measurement should you configure?

- A. the least frequently used to sell the service
- B. the highest needed to sell the product or service
- C. the most frequently used to sell the service
- D. the lowest needed to sell the product or service

Answer: D

Explanation:

* Understanding the Base Unit in Dynamics 365 Sales:

* In Dynamics 365 Sales, the base unit represents the smallest quantity or measurement used to sell a product or service. It serves as the foundational unit within a unit group, which allows you to define how a product can be measured and sold in various quantities.

* All other units within the unit group are defined in relation to this base unit. Therefore, it should represent the smallest quantity possible, ensuring flexibility in defining larger units or multiples based on this standard.

* Selecting the Base Unit - Why the Lowest Quantity?

* Choosing the lowest needed unit ensures that any other units, whether they are multiples or larger groupings, can be accurately calculated in relation to the base unit. This approach allows you to accommodate various selling quantities and ensures precise calculations across different unit types.

* For example, if the lowest unit is a single item, you can then configure units such as a dozen, box, or case based on this base unit. This provides consistency and accuracy in pricing and inventory management.

Reference: Microsoft Documentation - Create Unit Groups and Units

Benefits of Using the Lowest Needed Unit:

Configuring the base unit as the smallest measurable unit enables flexibility and supports various sales scenarios without restrictions.

It simplifies the management of units and ensures that other unit variations align correctly in the product catalog.

By setting the base unit to the lowest quantity needed to sell the product or service, you establish a robust foundation for building out the unit group and accommodating different sales quantities in Dynamics 365 Sales.

NEW QUESTION # 134

Drag and Drop Question

Your organization introduced a new loyalty solution that exposes the loyalty profile and related point transactions in an Azure SQL Database.

You need to ensure the new loyalty data is imported from the Azure SQL Database into Dynamics 365 Customer Insights ?Data and refreshed incrementally.


Which five actions should you perform in sequence within Customer Insights ?Data before selecting Save to complete the creation?

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:

Actions	Order
Create a new data source based on Azure Synapse Analytics.	1 Create a new data source based on Microsoft Power Query.
	2 Select the data source and tables to ingest.
	3 Complete the transformation steps and select Next .
	4 In the Set up incremental refresh dialog box, select Set up to open the Incremental refresh settings.
	5 Select the tables and provide the required incremental refresh details.



Explanation:

Step 1: Create a new data source based on Microsoft Power Query

To configure Dynamics 365 Customer Insights - Data, first bring in source data for processing.

Customer Insights - Data provides several types of data connectors to connect to and ingest data from a broad set of sources.

Customer Insights - Data, Connect to a Power Query data source

Power Query with data source Azure SQL Database supports incremental refresh.

Step 2: Select the data source and tables to ingest

Connect to Azure SQL database from Power Query Desktop

To connect to an Azure SQL database from Power Query Desktop, take the following steps:

1. Select Azure SQL database in the get data experience. The get data experience in Power Query Desktop varies between apps

2. In SQL Server database, provide the name of the server and database (optional).

3. Select either the Import or DirectQuery data connectivity mode.

[Steps omitted]

7. In Navigator, select the database information you want [Step 2], then either select Load to load the data or Transform Data [Step 3] to continue transforming the data in Power Query Editor.

Step 3: Complete the transformation steps and select Next,

Step 4: In the Set up incremental refresh dialog box, select Set up to open the Incremental refresh settings.

When you select Incremental Refresh [Step 4], a pop-up window will appear. In this window, select the table [Step 5] that you want to set up for incremental refresh and click the button next to Incrementally refresh this table.

Step 5: Select the tables and provide the required incremental refresh details.

NEW QUESTION # 135

A company manufactures widgets. Widgets can be sold in the following ways:

The company discovers that customers want to buy widgets individually.

You need to add a unit named Each.

What should you do?

- A. Make Each the base unit for all units.
- B. Set Each as the primary unit.
- C. Create the unit Each with Box as the base unit.
- D. Update the unit Box with Each as the base unit

Answer: A

Explanation:

In Dynamics 365 Sales, unit groups define how products are sold in different quantities. The base unit is the smallest unit of measure in a unit group. Since customers now want to buy widgets individually, the smallest unit (Each) should be set as the base unit for all other units (Box, Case, and Pallet).

NEW QUESTION # 136

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