

Exam Microsoft AB-210 Bible, AB-210 Exam Duration



Using actual Accelerating Sales Pipelines with AI in Dynamics 365 (AB-210) dumps PDF is the best way to make your spare time useful for the AB-210 test preparation. We also provide you with customizable desktop Microsoft AB-210 practice test software and web-based Microsoft AB-210 Practice Exam. You can adjust timings and AB-210 questions number of our AB-210 practice exams according to your training needs.

Microsoft AB-210 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Extend and enhance Sales	10–15%	- Create Power Platform components (Power Automate, Power Apps, Power BI) - Deploy and configure Sales mobile app and Teams calling
Topic 2: Develop deals using intelligent opportunity research	25–30%	- Configure Sales Close Agent and interpret actions - Optimize opportunity management and pipeline views - Configure and use Sales Research Agent insights - Design AI-first sales strategy with Copilot and agents
Topic 3: Optimize AI-driven sales	20–25%	- Prepare and deploy AI agents in Sales - Configure predictive scoring and relationship intelligence - Set up conversational intelligence and forecasting
Topic 4: Configure Dynamics 365 Sales core features for AI	15–20%	- Configure mailboxes and business process flows - Configure timeline and data import/export - Evaluate prerequisites for deploying Sales - Examine Sales security model
Topic 5: Qualify and prioritize leads using AI	15–20%	- Fine-tune predictive scoring model - Configure Sales Qualification Agent and monitor its performance - Configure lead and opportunity experience

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Microsoft Accelerating Sales Pipelines with AI in Dynamics 365 Sample Questions (Q12-Q17):

NEW QUESTION # 12

You use price lists in Dynamics 365 Sales. Some price lists have expired.

Users need to be able to continue to manage their opportunities.

Which option is possible?

- A. Users can add the expired price list to opportunities created prior to the expiration date.
- B. Opportunities that use the expired price list will display a warning that prices must be replaced.
- C. Opportunities that use the expired price list can continue through their lifecycle.
- D. Users can add the expired price list to an opportunity but will see a warning.

Answer: C

NEW QUESTION # 13

Hotspot Question

You are creating a business process flow named "Onboard new pet" to support onboarding of new clients for a pet care business.

A partially completed business process flow is shown in the following exhibit.

Use the drop-down menus to select the answer choice that completes each statement based on the information presented in the exhibit.

NOTE: Each correct selection is worth one point.

Onboard new pet

Save Validate Save As Activate Order Proces... Edit Security ... Help ...

Add Cut Copy Paste Delete Snapshot Connector

Pet Basic Details

1 0 Details ^

Steps (1)

Data Step #1
Name

Triggered Process (0)

Condition If cat

Pet Litter type

1 0 Details ^

Components Properties

Condition

Display Name

If cat

Rules + New

Field

Type

Operator

Equals

Type

Value

Value

☐ Dog

☒ Cat

☐ Bird

Apply Discard

Minimap

Global Workflow (0)

Microsoft

Status: Inactive

Answer Area

To enable the business process flow to pass validation, you should ensure that

After the flow has been updated to pass validation, when a user starts creating a new pet record, the user will see

Microsoft

the column used to evaluate the condition is added to the preceding stage.

the false side of the condition is connected to a stage.

the stages on each side of the condition are on different tables.

one stage.

two stages.

three stages.

Answer:

Explanation:

Answer Area

To enable the business process flow to pass validation, you should ensure that

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Microsoft

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one stage.

two stages.

three stages.

Explanation:

The condition in the business process flow evaluates the Type column to determine whether the pet is a Cat. However, the preceding stage, Basic Details, only contains the Name step. In a business process flow, a branching rule must be based on steps in the stage immediately before the condition. Microsoft's business process flow design guidance states that branching rules must be based on the steps in the preceding stage, so the Type column must be added as a step in the Basic Details stage before the condition can validate correctly.

After validation is corrected, a user who starts creating a new pet record will initially see one stage:

Basic Details. The Litter type stage is conditional and appears only when the Type value satisfies the rule, meaning the pet type equals Cat. Microsoft explains that branch selection is automatic and happens in real time based on the rules defined in the process definition. Until the user enters a Type value that satisfies the condition, the cat-specific branch is not part of the visible process path.

NEW QUESTION # 14

A company uses the Sales Close Agent in Dynamics 365 Sales to help sellers close deals.

The sales managers want to ensure the agent is used only in specific scenarios.

You need to identify the behavior of the Sales Close Agent.

What should you use to review the agent's behavior?

- A. Open the Sales agent runs table to review the opportunity research results and recommendations for the Sales Close Agent in Research mode.
- B. Open the underlying opportunities from the Forecast section to access the agent's My top opportunities from the AI agent list.
- C. Configure the opportunity pipeline view under App settings to display the agent's See full research page in the side panel for every opportunity.
- D. Open a researched opportunity and choose See full research to open the Opportunity research page with complete agent insights and recommendations.

Answer: D

Explanation:

The correct answer is C. To review the Sales Close Agent behavior for an opportunity, you open an opportunity researched by the agent and select See full research. Microsoft's current Dynamics 365 Sales documentation describes this flow: sellers open the My

top opportunities from AI agent view, open an opportunity, review the summary section, and then select See full research to open the Opportunity research page, which contains the complete research insights and recommendations. This page is the right place to understand what the agent is surfacing and why it is helping progress deals. The Opportunity research page includes deal importance, deal risks and mitigations, deal overview, key signals, and other research-driven insights.

NEW QUESTION # 15

A company uses AI agents to support opportunity management.

Sales managers require sellers to collaborate with the Dynamics 365 Sales AI agent for the following scenarios:

- . Assessing opportunity risk.
- . Recommending opportunity products to clients automatically.
- . Prioritizing opportunities that are gaining traction.

You need to determine the AI agent that should be used for each scenario.

Which agent should you use for each? To answer, move the appropriate agents to the correct scenarios. You may use each agent 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:

Explanation:

The Sales Close Agent in Research mode is the correct fit for assessing opportunity risk and prioritizing opportunities that are gaining traction. Microsoft's AI agents guidance states that the opportunity-focused sales agent helps sellers close deals faster by autonomously researching opportunities, providing visibility into emerging risks, and highlighting promising opportunities. It is designed to identify high-value and at-risk opportunities so sellers can prioritize their effort and act on critical insights.

The Sales Close Agent in Engage mode is the correct fit for recommending opportunity products to clients automatically. Microsoft describes Sales Close Agent as an autonomous agent for high-velocity sales execution that engages customers, recommends products, handles objections, and drives transactions toward closure using configured product catalog and pricing information.

The Sales Qualification Agent is not appropriate for these scenarios because it is lead-focused, not opportunity-focused. It researches inbound leads, evaluates fit, generates outreach, and can hand promising leads to sellers depending on the configured mode. It does not manage opportunity risk, opportunity traction, or client product recommendations for active deals.

References/topics: Sales Close Agent; opportunity research; opportunity risk; opportunity prioritization; Sales Close Agent Engage mode; product recommendations.

NEW QUESTION # 16

A company uses Dynamics 365 Sales with the Sales Research Agent enabled. Sellers review the research canvas before planning outreach to customers.

You generate a Sales Research Agent blueprint on the research canvas.

You need to update a single component in the blueprint.

What should you do?

- A. Update a single block in the canvas.
- B. Regenerate the blueprint.

- C. Refresh the blueprint.
- D. Refresh the report in the Dynamics 365 AI Optimization hub.

Answer: A

Explanation:

The correct action is Update a single block in the canvas. In Sales Research Agent, the research canvas generates a blueprint that contains research findings, visualizations, and blocks of insight.

Microsoft states that users can interact with visualizations through the AI cursor, ask follow-up questions, and then choose whether to update the existing block or generate a new blueprint. If Update block is selected, the existing block is updated with the new information; if Generate new blueprint is selected, the agent creates a new blueprint and adds a journey line.

This distinction matters. The requirement is to update one component, not rebuild the full blueprint. Regenerate the blueprint or Refresh the blueprint would affect the broader blueprint output:

Microsoft documents refresh/regenerate as actions for using latest data or producing new visualizations and insights, not for targeted single-block editing. The Dynamics 365 AI Optimization hub is unrelated to editing individual research canvas blocks.

NEW QUESTION # 17

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