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To take the Microsoft MB-210 Exam, candidates must have a good understanding of sales processes and possess some experience with Microsoft Dynamics 365 Sales. Candidates should also have some knowledge of Microsoft Power Platform, including Power BI, Power Apps, and Power Automate. Additionally, a good understanding of Microsoft Office 365 is beneficial.

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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q240-Q245):

NEW QUESTION # 240
You manage Dynamics 365 Sales. You have a sales territory named SalesTerritoryA, which has an associated manager.
You need to create a new sales territory named SalesTerritoryB and assign the SalesTerritoryA manager to SalesTerritoryB.
Which four actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.
NOTE:More than one order of answer choices is correct. You will receive credit for any of the correct orders you select.

Actions

Add members.

Replace the manager from SalesTerritoryA with another manager.
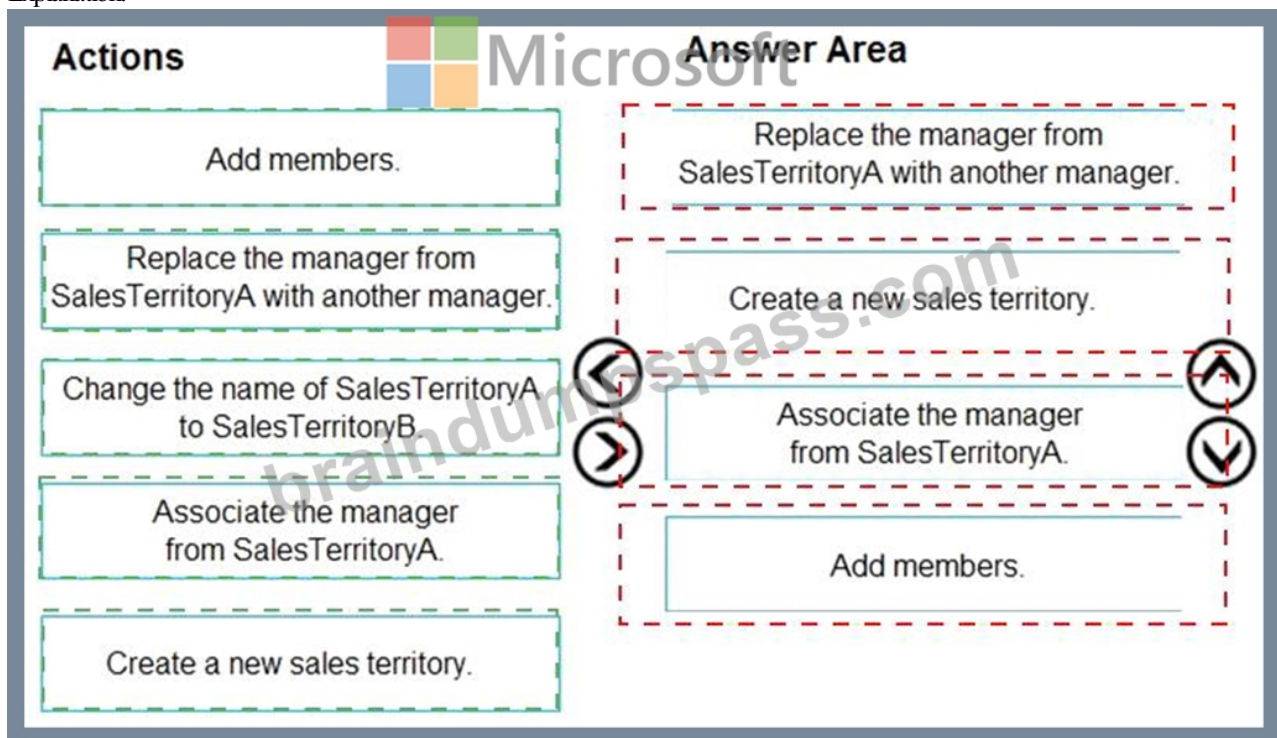
Change the name of SalesTerritoryA to SalesTerritoryB.

Associate the manager from SalesTerritoryA.

Create a new sales territory.

Answer Area

Answer:

Explanation:

Actions

Add members.

Replace the manager from SalesTerritoryA with another manager.

Change the name of SalesTerritoryA to SalesTerritoryB.

Associate the manager from SalesTerritoryA.

Create a new sales territory.

Answer Area

Replace the manager from SalesTerritoryA with another manager.

Create a new sales territory.

Associate the manager from SalesTerritoryA.

Add members.

Explanation
Diagram Description automatically generated with medium confidence

Replace the manager from SalesTerritoryA with another manager.

Create a new sales territory.

Associate the manager from SalesTerritoryA.

Add members.

Reference:

https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geogr

NEW QUESTION # 241

You are implementing Dynamics 365 Sales for a company.

The company wants to use features that do the following:

* Provide a salesperson with up-to-date information on email, meetings, and more in Dynamics 365.
* Retrieve information from emails about customers in Microsoft Dataverse without manual data entry.
* Track read receipts to customers in Dataverse.

You need to configure the correct component.

What should you configure? To answer, drag the appropriate components to the correct requirements. Each component may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE Each correct selection is worth one point.

Answer:

Explanation:

Explanation:

NEW QUESTION # 242

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

Unit	Base unit	Description
Box		Contains 2 widgets
Case	Box	Contains 12 boxes
Pallet	Case	Contains 12 cases

The company discovers that customers want to buy widgets individually.
You need to add a unit named Each.

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

Answer: C

Explanation:
Reference:
https://docs.microsoft.com/en-us/dynamics365/sales-professional/create-unit-group-add-units

NEW QUESTION # 243
You are configuring Dynamics 365 Sales for a U.S.-based company. The company has two territories that are divided as follows:
* West territory: California to Texas
* East territory; Missouri to Maine
The sales territories should be configured as follows:

Territory	Manager	Salespeople
East	ManagerB	SalespersonC SalespersonD
West	ManagerA	SalespersonA SalespersonB

You need to set up the sales territories.
Which five actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

Answer:

Explanation:

Explanation:
Graphical user interface, application Description automatically generated

NEW QUESTION # 244

You need to create the required number of orders for ClientA.

How many orders should you create?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: D

Explanation:

This is a case study Case studies are not timed separately. You can use as much exam time as you would like to complete each case. However, there may be additional case studies and sections on this exam. You must manage your time to ensure that you are able to complete all questions included on this exam in the time provided.

To answer the questions included in a case study, you will need to reference information that is provided in the case study. Case studies might contain exhibits and other resources that provide more information about the scenario that is described in the case study. Each question is independent of the other questions in this case study.

At the end of this case study, a review screen will appear. This screen allows you to review your answers and to make changes before you move to the next section of the exam. After you begin a new section, you cannot return to this section.

To start the case study

To display the first question in this case study, click the Next button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information such as business requirements, existing environment, and problem statements. If the case study has an All Information tab, note that the information displayed is identical to the information displayed on the subsequent tabs. When you are ready to answer a question, click the Question button to return to the question.

Background

A company owns a group of theaters that stage live performances. Tickets to shows are sold by individual representatives by using a mobile app.

Each theater has a manager. The managers rotate between theaters every six months.

The company plans to implement Dynamics 365 Sales.

NEW QUESTION # 245

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