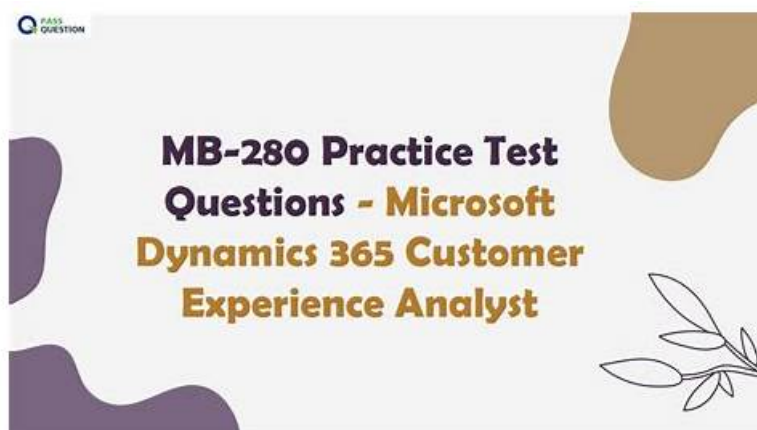


MB-280最新試題 & MB-280學習筆記



P.S. NewDumps在Google Drive上分享了免費的2026 Microsoft MB-280考試題庫：https://drive.google.com/open?id=1a5iaU5qlkfnMqbu_TCSKu6T4IhvPuSjN

NewDumps是一個為Microsoft人士參加相關認證考試提供資源的便利網站。NewDumps針對不同的考生有不同的培訓方法和不同的培訓課程。有了NewDumps提供的這些針對性的培訓，考生通過MB-280相關考試就容易得多。很多曾經參加MB-280專業相關認證考試的人都是通過我們的NewDumps提供的測試練習題和答案考過的，因此NewDumps在Microsoft行業中得到了很高的聲譽。

Microsoft MB-280 考試大綱：

主題	簡介
主題 1	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.
主題 2	Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.
主題 3	Implement the Dynamics 365 App for Outlook: This section emphasizes the integration of Dynamics 365 with Outlook to enhance productivity and streamline sales processes for Dynamics 365 Sales Professionals.
主題 4	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最新試題 <<

有利的MB-280最新試題，最新的學習資料幫助妳快速通過MB-280考試

要在今日競爭的工作市場上成功，無論是尋找新的機會或是在您目前的職位上獲得升遷，都需要建立與展現您的技術專業和技能。MB-280 認證能夠滿足考生在激烈的職場生涯中脫穎而出，眾多國際知名認證廠商都在招聘與Microsoft 技能相關職位時首先看中 MB-280 的認證證書，可見 MB-280 認證的含金量很高。

最新的 Microsoft Certified MB-280 免費考試真題 (Q18-Q23):

問題 #18

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

答案： B

解題說明：

To change the value of the Lost column to pull from the Total Detail Amount instead of using the default value, you should edit the existing forecast.

The steps involve removing the existing Lost column and then adding a new calculated column that can reference the Total Detail Amount. This approach allows you to customize the forecast layout to meet the sales manager's requirement effectively.

問題 #19

A company implements Dynamics 365 Sales.

The company has the following requirements:

- Employees must have quarterly goals. The goals must calculate all deals won by quarter for each goal.
- Managers must be able to look at the goals and calculations at any time.

The solution must use goal features WITHOUT customization.

You need to create the calculation.

What should you configure?

- **A. Rollup query**
- B. Goal metric
- C. Rollup table
- D. Drill-down table

答案： A

解題說明：

Dynamics 365 Sales, Define and track your sales goals

Define rollup queries

Rollup queries are used to define the records that should be included in the goal rollup. Rollup queries are created for each goal rollup field. For example, you could create a goal metric that measures all invoices closed within a specific period. You could then create a rollup query to show invoices that are owned by a person, or raised for customers in a territory.

Goals roll up from the bottom of the goal hierarchy to the top, with Dynamics 365 rolling child goal totals into their parent goal totals. Goals at the top of a hierarchy reflect a summation of all the goals in the organization.

You can only query one entity type in a query, but the query builder helps you make a query as simple or as complex as you need.

As you fine-tune your query, you can test the results.

Incorrect:

Not B: Define rollup fields

Rollup fields are used to calculate the actual and in-progress values for a goal metric.

Not D: Set goal metrics

Goal metrics let you define how a goal will be measured. For example, a sales team's performance can be measured based on the number of leads they get or the revenue amount.

Reference:

<https://learn.microsoft.com/en-us/dynamics365/sales/goals-overview>

問題 #20

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.

A company's IT department has a .CSV file stored on one of their Shared Documents folders within their Microsoft SharePoint

sites. The data from the .CSV file is ingested into Dynamics 365 Customer Insights - Data.

The file contains a row header and columns of different types, such as quantities and prices. The file also contains some rows with a high proportion of nulls.

You need to clean and transform the data in Customer Insights - Data to be ready for unification.

Solution: Transform the first row to be used as headers, define column types to be the appropriate field types and name the query.

Select Next and your data is now ready for unification.

Does this meet the goal?

- A. No
- B. Yes

答案: A

解題說明:

Solution removes all rows with null values, which can lead to significant data loss, especially if those rows contain important information.

It may compromise data quality by eliminating rows, which can impact analysis and insights.

問題 #21

Drag and Drop Question

You are implementing a new Dynamics 365 Customer Insights - Data environment for your organization.

You complete ingesting the data you need to unify and navigate to the correct page in the Customer Insights - Data application to begin the unification process.

You need to complete the first part of the unification process following best practices.

Which five actions should you perform in sequence? To answer, move the five appropriate actions from the list of actions to the answer area. Arrange the five actions in the correct order.

答案:

解題說明:

Explanation:

1. Select Get started under Customer data.

This is the first step to begin the unification process in Customer Insights - Data.

2. Select the tables and attributes containing the data you need for the unification process. After starting, you must choose the tables and attributes that will be used for unification.

3. Identify the primary key for each table.

Each table must have a primary key that uniquely identifies records.

4. Ensure that attributes you wish to combine from different tables have the same Type, then select Save source fields. Before unifying, attributes from different sources must have the same type to ensure proper mapping.

5. Confirm the Type for each attribute.

After selecting source fields, confirming the attribute types ensures data consistency.

問題 #22

You are creating a forecast. You want to include only opportunities that sell. You need to configure this within the system. What should you configure?

- A. premium forecasting
- B. separate views
- C. advanced features
- D. additional filters
- E. multiple columns

答案: D

解題說明:

Requirement Analysis:

The goal is to include only specific opportunities-those that "sell"-in the forecast. This requires the ability to selectively include opportunities that meet specific criteria, such as the status, stage, or type of sale.

Solution - Using Additional Filters:

This approach ensures that the forecast reflects only the opportunities that are relevant to your defined criteria, which in this case is opportunities that have "sold." By using additional filters, you can effectively control which opportunities are included in your forecast, aligning it with specific business needs and improving forecast accuracy.

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- [illegible]

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