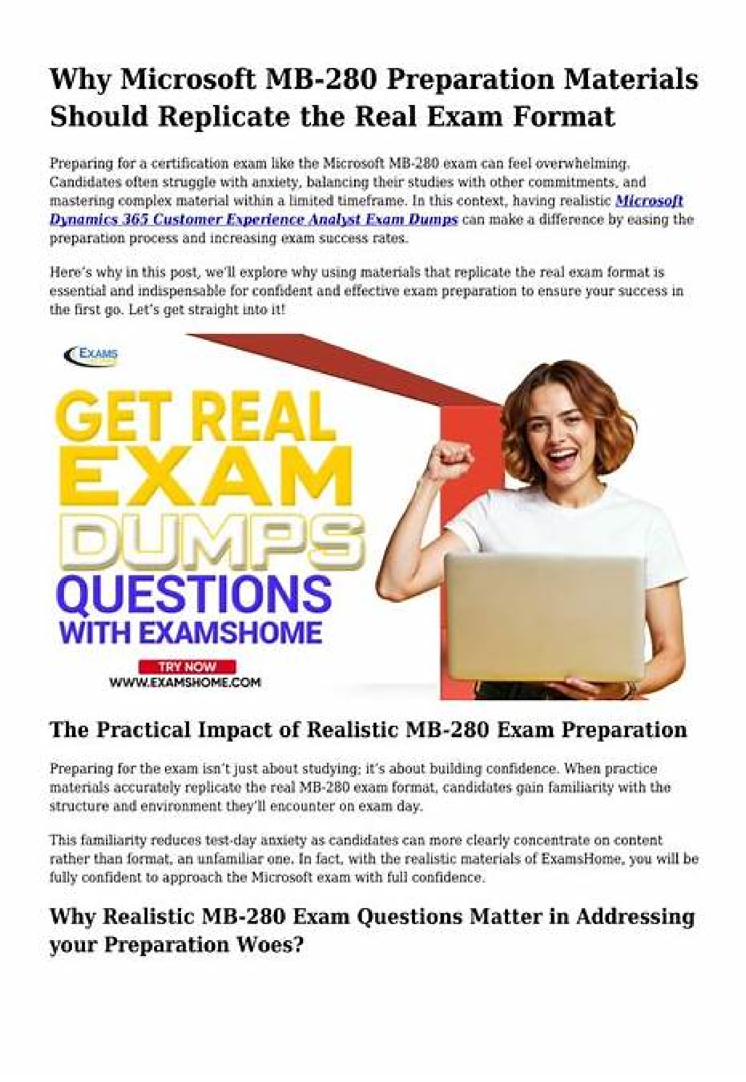
MB-280 Preparation - MB-280 Vce Test Simulator



Why Microsoft MB-280 Preparation Materials Should Replicate the Real Exam Format

Preparing for a certification exam like the Microsoft MB-280 exam can feel overwhelming. Candidates often struggle with anxiety, balancing their studies with other commitments, and mastering complex material within a limited timeframe. In this context, having realistic ***Microsoft Dynamics 365 Customer Experience Analyst Exam Dumps*** can make a difference by easing the preparation process and increasing exam success rates.

Here's why in this post, we'll explore why using materials that replicate the real exam format is essential and indispensable for confident and effective exam preparation to ensure your success in the first go. Let's get straight into it!

The Practical Impact of Realistic MB-280 Exam Preparation

Preparing for the exam isn't just about studying; it's about building confidence. When practice materials accurately replicate the real MB-280 exam format, candidates gain familiarity with the structure and environment they'll encounter on exam day.

This familiarity reduces test-day anxiety as candidates can more clearly concentrate on content rather than format, an unfamiliar one. In fact, with the realistic materials of ExamsHome, you will be fully confident to approach the Microsoft exam with full confidence.

Why Realistic MB-280 Exam Questions Matter in Addressing your Preparation Woes?

P.S. Free & New MB-280 dumps are available on Google Drive shared by Test4Engine: https://drive.google.com/open?id=1uMakaP9yucvtkt4FjpehaIXwchtwqLPi

As we all know, it is a must for all of the candidates to pass the exam if they want to get the related MB-280 certification which serves as the best evidence for them to show their knowledge and skills. If you want to simplify the preparation process, here comes a piece of good news for you. We will bring you integrated MB-280 Exam Materials to the demanding of the ever-renewing exam, which will be of great significance for you to keep pace with the times.

Test4Engine is proud to announce that our Microsoft MB-280 exam dumps help the desiring candidates of Microsoft MB-280 certification to climb the ladder of success by grabbing the Microsoft Exam Questions. Test4Engine trained experts have made sure to help the potential applicants of Microsoft Dynamics 365 Customer Experience Analyst (MB-280) certification to pass their Microsoft Dynamics 365 Customer Experience Analyst (MB-280) exam on the first try. Our PDF format carries real Microsoft Dynamics 365 Customer Experience Analyst (MB-280) exam dumps.

>> MB-280 Preparation <<

Updates To The Microsoft MB-280 Exam Are Free For 1 year

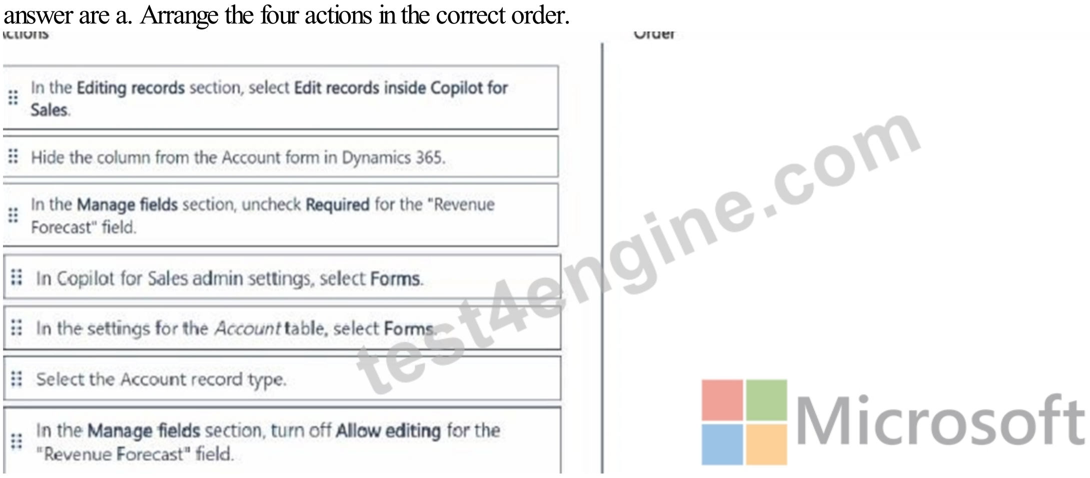
As far as the top features of Test4Engine MB-280 exam questions formats are concerned, the Microsoft MB-280 desktop practice test software and web-based practice test software both are customizable and track your performance. These MB-280 practice tests are specifically designed to give you a real-time MB-280 Exam environment for preparation. You can trust both MB-280 practice test software and start preparing today. The desktop software runs on Windows computers. The web-based MB-280 practice exam is supported by all browsers and operating systems.

Microsoft MB-280 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 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.
Topic 5	• 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.

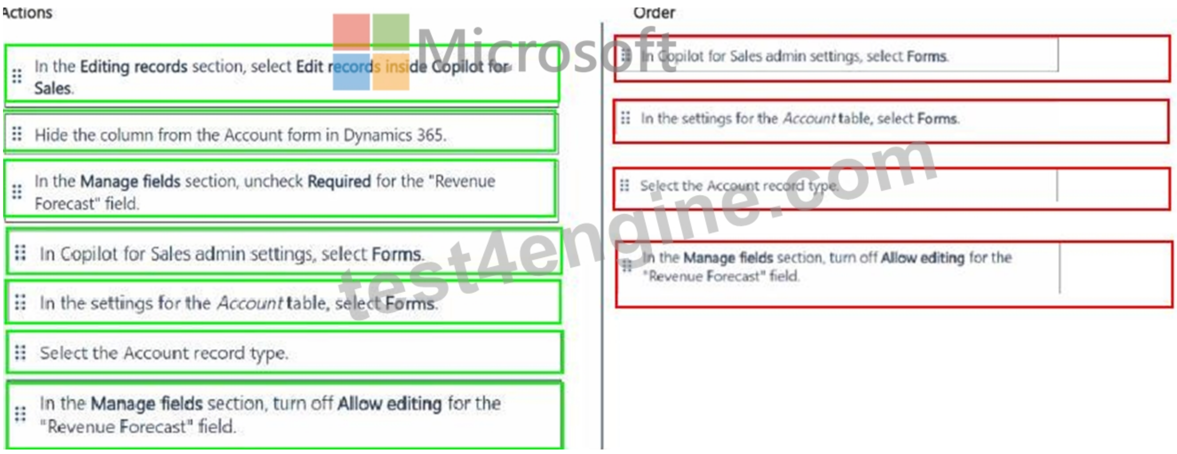
Microsoft Dynamics 365 Customer Experience Analyst Sample Questions (Q114-Q119):

NEW QUESTION # 114
The sellers at your organization are keen to adopt generative Al capabilities and use them efficiently.
They have been editing Contact records directly in Copilot for Sales and have now provided feedback that they would be more productive if they could also edit Account records directly in Copilot for Sales.
However, the vice president of sales does NOT want the sellers to be able to edit the "Revenue Forecast" field in Copilot for Sales.
You need to enable these requirements.
Which four actions should you perform in sequence? To answer, move the four appropriate actions from the list of actions to the answer are a. Arrange the four actions in the correct order.



Answer:

Explanation:



Reference:
By following these steps, you enable the sellers to edit Account records in Copilot for Sales while restricting access to the "Revenue Forecast" field, ensuring both productivity and compliance with organizational policies.

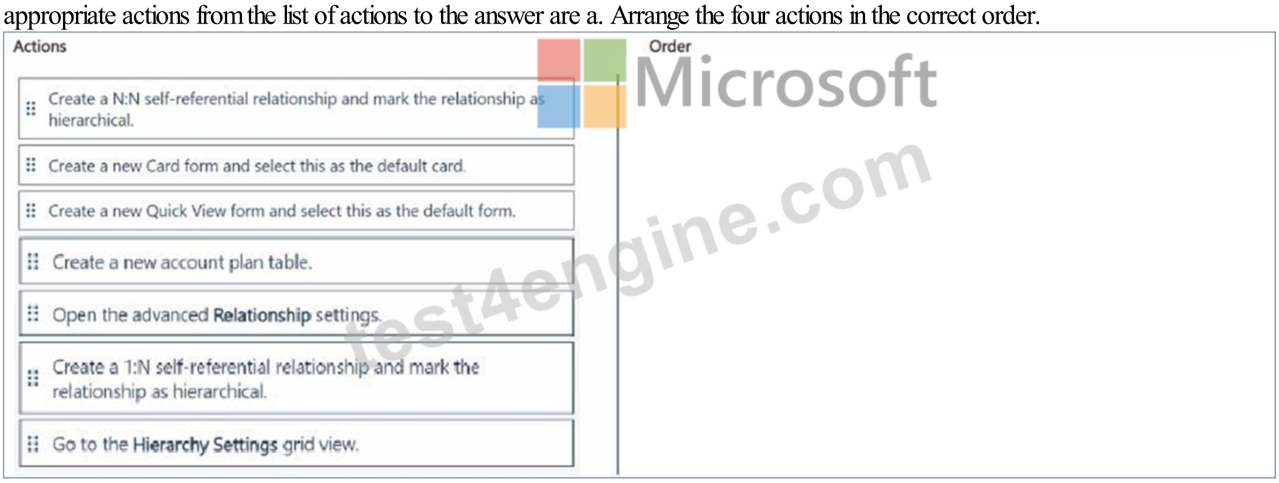
NEW QUESTION # 115
A company created a new table named Locations.
The sales team needs your help to make the Locations table visible in the Sales Hub. What should you do?

- A. Add Location to the App Designer.
- B. Create a Location Group.
- C. Add Location as an Area.
- D. Create a Location Sub Area.

Answer: A

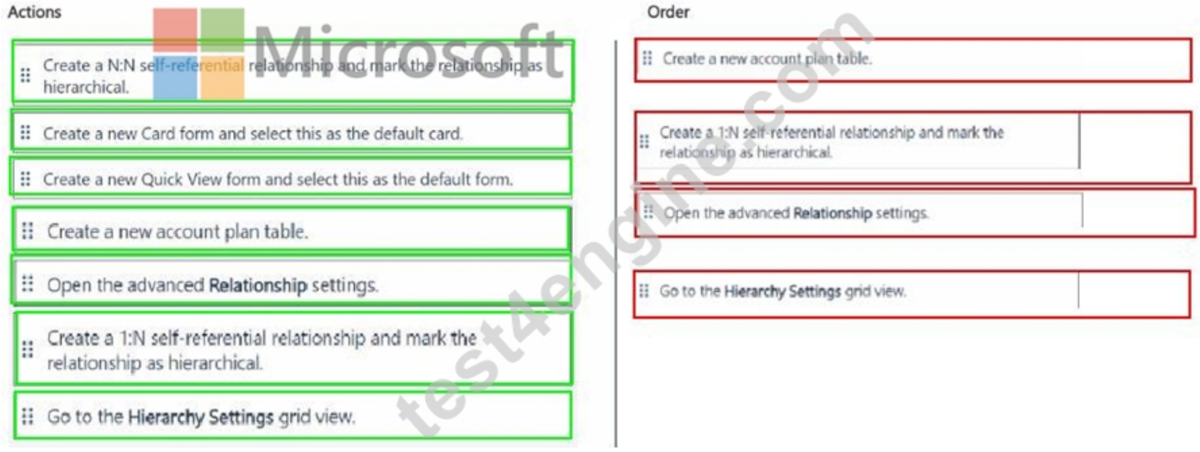
Explanation:
* To make a new table, like Locations, visible within the Sales Hub, you need to add it to the App Designer. This involves updating the Sales Hub app module to include the Locations table as a new entity that users can access.
* By adding the table in the App Designer, you ensure it becomes part of the navigation and is available within the Sales Hub application.

NEW QUESTION # 116
Your organization works with larger customers (accounts) that can have a single holding and then many subsidiaries through different levels in a parent-child relationship.
The chief commercial officer wants the sales team to start creating different account plans for each individual subsidiary.
You need to create a new custom account plan table so that records can have the same parent-child relationships as the account records. The relationships must be able to be visualized in a hierarchy.
Which four actions should you perform in sequence before saving and publishing your changes' To answer, move the four appropriate actions from the list of actions to the answer are a. Arrange the four actions in the correct order.



Answer:

Explanation:



Reference:
Create a 1
Self-Referential Relationship and Mark It as Hierarchical:
Establish a self-referential relationship within the Account Plan table where one record can be linked to another within the same table. Choose a 1 relationship type, where one parent account plan can have multiple subsidiary account plans.
Mark this relationship as hierarchical to enable visual representation of the hierarchy. This is essential for tracking parent-subsidiary structures in a hierarchical view.
Open the Advanced Relationship Settings:
After setting up the hierarchical relationship, go to the Advanced Relationship Settings. This allows you to fine-tune options related to cascading behavior, which will control how changes in parent records impact related child records.
Go to the Hierarchy Settings Grid View:
Finally, navigate to the Hierarchy Settings to configure the visualization settings for this relationship. The Hierarchy Settings will enable you to define how the hierarchy is displayed, allowing users to see the parent-child relationships clearly.
Once configured, publish the changes so that users can access the hierarchical view within the system.
By following these steps, you will have configured the new custom account plan table with hierarchical visualization, meeting the requirements to manage and display complex parent-child relationships within your Dynamics 365 system.

NEW QUESTION # 117
Case Study 2 - Terra Flora
Background information
Terra Flora, Incorporated is a boutique pet hotel that has been in business for six (6) months. The hotel guests include both dogs and cats.
The founder created the Dynamics 365 Sales Professional environment to grow their network and pipeline. They started out using out-of-the-box capabilities only and using the Sales Professional app only. Only one environment (production) is in use.
The pet hotel is gaining in popularity and the number of bookings is growing. The founder has shifted their focus to customizing their environment to record the information they need to delight their customers by tailoring the experience to their unique pets.
Terra Flora has recently hired a part-time carer for the resident pets. The carer has been granted the Salesperson security role to allow them to record new leads and update customer information.
You are a Dynamics 365 Customer Experience consultant who has been hired to assist Terra Flora with their customizations, resolve issues, and advise on best designs to meet their requirements.
Configurations
Overall configurations
To better understand their four-legged customers, Terra Flora has created a custom Pet table, which is user-owned and related 1-n with the Contact table, which represents the pets' primary owner.
The Pet table has been added to the Sales Professional app sitemap. The table has the following columns, each created WITHOUT making any changes to the advanced options.

Column name	Type	Required
Name	Single line of text	Business required
Type	Choice	Business required
Dietary requirements	Multiple lines of text	Optional
Litter type	Choice	Optional
Breed	Single line of text	Optional
Description	Multiple lines of text	Optional

A pet sub-grid has been added to the Contact main form, using the Active Pets view.
Additionally, Read, Write, and Update, Append, Append To, and Assign access to the Pet table has been added to the Salesperson

security role.
"Onboard new pet" business process flow
The founder is creating a business process flow named Onboard new pet to ensure that appropriate information is recorded for all new pets, starting with ensuring the correct litter choices are selected for cats who will be staying at Terra Flora.
When the Onboard new pet business process flow is done, the founder wants to have access to a view that will display all active pets including the and Type columns, as well as the current stage on the Onboard new pet business process flow.
Name
Pet table icon
A custom image .svg file has been created for the Pet table.
Terra Flora wants to ensure this image is displayed alongside the pet page within the app.
Related Pet table activities
Terra Flora wants carers to be able to see their pets' activity history, as well as add new activities related to their pets. They want the following information to appear on their pets' timeline:
- Tasks carers completed or should do.
- E-mails exchanged with pet's owner (customer).
- A record of phone calls.
Other types of activities should NOT appear to users on the Pets forms.
The founder edited the Pet table advanced setting to enable associating Pet records with activities. The founder also added Pet table to the app sitemap that is being used.
Attachments are enabled for the Pet table, including notes and files. But users should NOT see posts in the pet's activity timeline.
Post configuration is NOT enabled for the Pet table.
Logs
Auditing, log access, and read logs have been enabled in the production environment.
Auditing has started on the Terra Flora environment and has been enabled for common entities.
Marketing
Breed galas
To celebrate their upcoming first year in operation, the founder is planning a series of breed galas. The series begins with a Corgi dog breed meet-up gala.
The breed of an owner's pet may be mentioned in many places within the system, including:
1. Emails (subject or body).
2. Notes (including Word documents exports of PDFs uploaded as attachments).
3. Single or multiple lines of text columns on any standard table (including lead, contact and opportunity at minimum).
4. On the Pet table in either the Description or in the Breed columns.
Additionally, the breed may be referenced in several ways including singular, multiple, shorthand (for example: corgi, corgis, or corgs), and may have been misspelled.
Corgi meet-up gala
The carer needs to be assigned ownership of several Contact records (representing customers that own Corgis) that live nearby so that event flyers can be delivered personally. When the carer is delivering flyers, they need to quickly check the owner and related pet information on their phone.
When the Contact records are assigned to carer, any pets that are related to these contacts via the primary owner relationship should also be assigned to the carer.
The founder has created a business process flow on the Pet table named Corgi meet-up to allow Corgis to be registered as attending the gala. This business process flow is second in the default order on the Pet table. If the carer has a conversation with the owners, the carer is required to add notes to the timeline and complete the first stage of the business process flow.
Issues
Duplicate records
Before the creation of the Pet table, information regarding pets was either added to the owner's Contact record in the form of notes or created as records themselves.
Contact
These Contact records used the name of the pet in the Last Name column and the owner's address in the first set of Address columns.
When these pet Contact records are identified, they are deactivated.
No duplicate detection rules have been published and duplicate pet records are currently present across both the Contact and Pet tables.
Auditing
When a pet's dietary requirements or a Contact's email address is updated, Terra Flora requires the following information to be logged:
1. The user who made the change.
2. The current and previous values of the columns.
3. The time and date of the changes.
Terra Flora also needs to track any exports of records to Microsoft Excel within the compliance center.

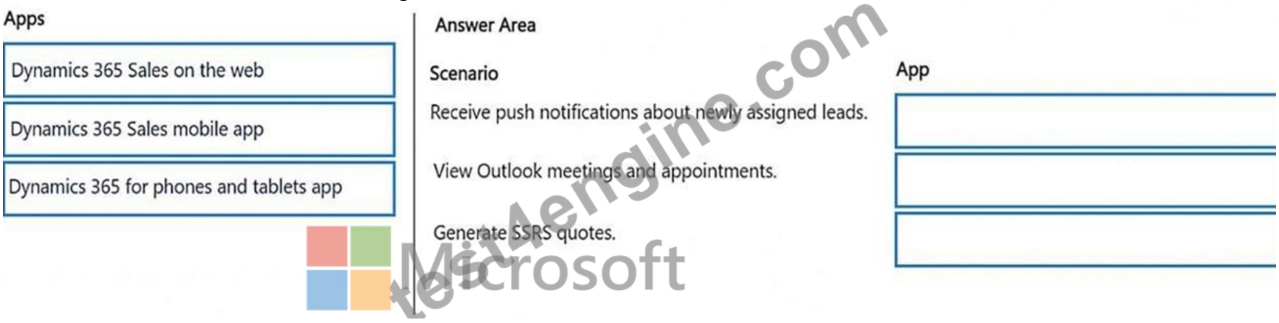
Relationship behavior
Recently, a pet owner informed Terra Flora that their pet cat has been rehomed.
After receiving this information, the carer deleted the owner's Contact record from the system, which in turn deleted the Pet record.
Shortly after, the new pet owner contacted Terra Flora to book their cat for a stay and was frustrated that Terra Flora had NOT retained a record of their cat's dietary requirements or any of the previous carer notes about the cat.
In such situations, Terra Flora now requires that the owner's Contact record should NOT be allowed to be deleted if any Pet records are related to it via the primary owner look-up column.
Users should be required to update the look-up column to new owner's Contact record or remove the current value first before they can delete the Pet record. If the new owner's Contact record is selected on a pet, any active bookings against the pet should also be updated to the new owner, but previous inactive bookings should NOT be updated.
Business process flows and the Corgi meet-up gala
The founder has recently made an update to the Onboard new pet business flow but now CANNOT activate it.
For the Corgi gala, the founder has asked the carer for help in:
1. completing the registrations that the founder started, and
2. registering more Corgis for the upcoming gala.
When the carer creates new pet records, the carer is UNABLE to see the Corgi meet-up business process flow.
Currently, when the carer checks the owner's record on their phone, the related pet information is difficult to view as they must scroll down to review the information.
You need to configure search to ensure the administrators can find all records which reference Corgis.
Which action must you perform?

- A. Within system settings, select up to 10 relevant tables.
- B. Within the solution, ensure all relevant tables are indexed.
- C. Add columns to be searched to the Lookup view for each relevant table.
- D. For all relevant tables, ensure that the Can enable sync to external search index setting is False.

Answer: A

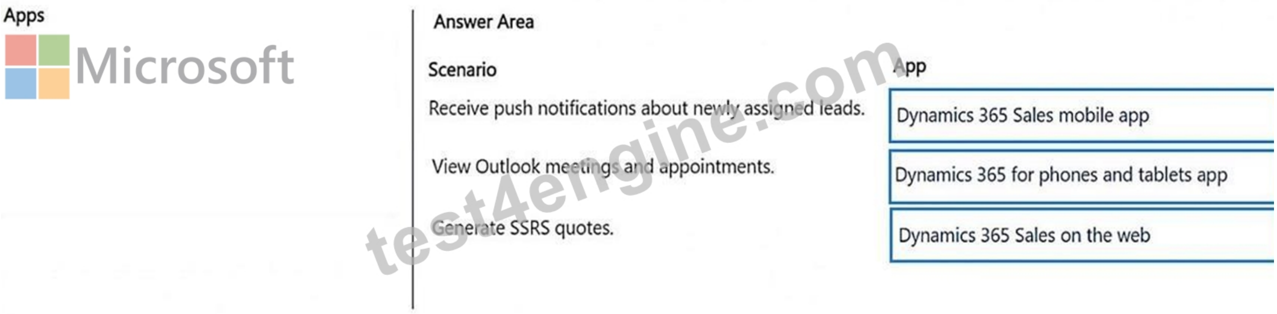
Explanation:
To ensure administrators can search for all records that reference Corgis across different tables, configuring the search is required.
Dynamics 365 allows system administrators to select up to 10 relevant tables within the system settings to enable global search across those tables. This ensures that records such as contacts, opportunities, and custom entities (like Pet) that reference "Corgis" can be found during a search.
Options such as enabling sync to external search indexes and lookup view configuration won't address the global search scenario as effectively as selecting relevant tables in the system settings.

NEW QUESTION # 118
Drag and Drop Question
A company has implemented Dynamics 365 Sales Enterprise. The salespeople often travel to meet customers and require mobile-friendly solutions to various scenarios.
You need to provide a solution for the traveling salespeople.
Which apps should you recommend in each scenario? To answer, move the appropriate apps to the correct scenarios. You may use each app 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 match is worth one point.



Answer:

Explanation:



Explanation:
Receive push notifications about newly assigned leads:
App: Dynamics 365 Sales mobile app
The mobile app is designed to provide real-time notifications and push alerts to salespeople while they are on the go.
View Outlook meetings and appointments:
App: Dynamics 365 for phones and tablets app
This app allows salespeople to view, manage, and synchronize their Dynamics 365 data, including meetings and appointments integrated with Outlook.
Generate SSRS quotes:
App: Dynamics 365 Sales on the web
SSRS quotes are typically generated using more robust tools available in the full web version of Dynamics 365 Sales, which provides access to advanced reporting features.

NEW QUESTION # 119
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