

Aktuelle Microsoft MB-280 Prüfung pdf Torrent für MB-280 Examen Erfolg prep



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Durch die kontinuierliche Entwicklung und das Wachstum der IT-Branche in den letzten Jahren ist MB-280 Prüfung schon zu einem Meilenstein in der Microsoft-Prüfung geworden. MB-280 Prüfung kann Ihnen helfen, ein IT-Profi zu werden. Es gibt Hunderte von Online-Ressourcen, die Microsoft MB-280 Zertifizierungsprüfung bieten. Der Grund, warum die meisten Menschen PrüfungFrage wählen, liegt darin, dass PrüfungFrage ein riesiges IT-Elite Team hat. Um Ihnen Zugänglichkeit zur Microsoft MB-280 Zertifizierungsprüfung zu gewährleisten, spezialisieren sich unser Eliteteam auf die neuesten Materialien der Microsoft MB-280 Prüfung. PrüfungFrage verpricht, dass Sie zum ersten Mal die Zertifizierung von Microsoft erhalten Microsoft MB-280 Prüfung können. PrüfungFrage steht immer mit Ihnen durch dick und dünn.

Microsoft MB-280 Prüfungsplan:

Thema	Einzelheiten
Thema 1	<ul style="list-style-type: none">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.
Thema 2	<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.
Thema 3	<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.
Thema 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.

>> MB-280 Zertifizierungsprüfung <<

MB-280 Exam Fragen - MB-280 Demotesten

100% Garantie Microsoft Dynamics 365 Customer Experience Analyst Prüfungserfolg. Wenn Sie PrüfungFrage MB-280 Prüfung wählen Microsoft PrüfungFrage Test Engine ist das perfekte Werkzeug, um auf die Zertifizierungsprüfung vorbereiten. Erfolg kommt einfach, wenn Sie bereiten mit Hilfe von Original bis zu Microsoft Dynamics 365 Customer Experience Analyst Produkte mit PrüfungFrage Datum. Wie ein seltener Fall, wenn Sie es versäumen, diese Prüfung geben wir Ihnen eine volle Rückerstattung Ihres Einkaufs passieren.

Microsoft Dynamics 365 Customer Experience Analyst MB-280 Prüfungsfragen mit Lösungen (Q75-Q80):

75. Frage

You are the Dynamics 365 administrator for a group of financial advisors.

Advisors must use one business process flow to guide them through the standard lead to invoice process.

Each table has the following number of stages and steps:

You need to modify the business process flow to make it valid.

What should you reduce?

- A. number of steps per stages
- B. number of tables
- C. total number of stages
- **D. total number of steps**

Antwort: D

Begründung:

Summary of Data

Each table (Lead, Opportunity, Quote, Order, Invoice) has:

Number of Stages: 10

Number of Steps per Stage: 10

Total Steps Calculation

For the entire process flow involving all tables:

Total Stages: 10 (Lead) + 10 (Opportunity) + 10 (Quote) + 10 (Order) + 10 (Invoice) = 50 stages Total Steps: 100 (Lead) + 100

(Opportunity) + 100 (Quote) + 100 (Order) + 100 (Invoice) = 500 steps Requirement for Valid Business Process Flow Dynamics

365 imposes limitations on business process flows, typically regarding the total number of steps and stages involved. The total number of steps can be a limiting factor for the flow to be valid.

To make the business process flow valid, you should reduce total number of steps.

Reducing the total number of steps (e.g., by decreasing the number of steps per stage or the total number of stages) will help you stay within the limits imposed by Dynamics 365 for business process flows.

76. Frage

You created and published lead scoring models in the Dynamics 365 Customer insights - Journeys application.

Your marketing team members inform you that they are NOT able to view the lead scoring insights. You confirm the lead scoring models are published and are Live.

You need the marketing team to be able to view the lead scoring insights.

- A. Set all leads to Active state to capture the insights.
- **B. Assign the Lead Score Viewer security role to the users.**
- C. Set automatic lead scores cleanup to No to capture the scoring.
- D. Re-publish the lead scoring models to allow the system to capture the insights.

Antwort: B

Begründung:

* For team members to view lead scoring insights, they must have appropriate permissions, specifically the Lead Score Viewer role in Dynamics 365 Customer Insights - Journeys.

* Even though the lead scoring models are published and live, without the correct security role, users will not have access to view the insights.

* Assigning the Lead Score Viewer role ensures that the users have the necessary access rights to review the lead scoring insights generated by the models.

77. Frage

A company sells telephones. The company has a list of telephone colors that customers can choose.

For one month, the company wants to sell a red phone at a special price.

You need to set up the red phone for the sales team.

How should you configure the product and price list items? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Antwort:

Begründung:

78. Frage

Your organization is using Dynamics 365 Sales to track its sales pipeline, and you have implemented sales forecasting using the out-of-the-box sample forecast configuration.

The vice president of sales wants the forecast to categorize lost deals using the more detailed opportunity status code reasons of "Cancelled" and "Outsold." You need to enable the detailed categorization requested by the vice president of sales.

Which two actions should you take? Each answer presents part of a solution. (Choose two.) NOTE: Each correct selection is worth one point.

- A. Add the detailed lost reasons to the msdyn_forecastinstance status code option set.
- B. Update the field mappings in the Opportunity Forecast Category Mapping Process workflow.
- C. Add the detailed lost reasons to the opportunity forecast category option set.
- D. Create a new cloud flow to map opportunity state code to forecast category.

Antwort: B,C

Begründung:

To ensure that the sales forecast categorizes lost deals using more detailed reasons like "Cancelled" and "Outsold," you need to modify how the opportunity status codes are mapped to the forecast categories.

Add the detailed lost reasons to the opportunity forecast category option set This ensures that the system can recognize and categorize opportunities as "Cancelled" or "Outsold" within the forecast. The forecast category option set must be updated to accommodate the new lost reasons.

Update the field mappings in the Opportunity Forecast Category Mapping Process workflow This workflow determines how opportunity status codes map to forecast categories. Updating the field mappings ensures that opportunities with "Cancelled" or "Outsold" reasons are correctly classified within the forecast.

79. Frage

A company sends its salespeople to trade shows to meet potential customers. One day after the trade shows, the salespeople currently send a follow-up email manually to the potential customers they met. They would like a task to remind them to call the potential customers a week after that.

You need to increase the follow-up rate for salespeople after a tradeshow.

Which actions should you take? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Antwort:

Begründung:

Reference:

Ensure That the Process Applies Only to Tradeshow Leads: Use segments

Segments are used to filter leads based on specific criteria

a. By using segments, you can ensure that the automated sequence is triggered only for leads generated from trade shows.

This action targets the automation specifically at the tradeshow leads, ensuring that other leads are not inadvertently included in this process.

Ensure Proper Timing of Activities: Set relative due date

Setting a relative due date allows you to define a timeframe between actions in the sequence. For example, the follow-up call task can be scheduled for one week after the initial email.

This ensures that tasks are executed with the correct timing, aligning with the desired schedule of following up with potential customers one week after the first contact.

By implementing sequences to automate follow-ups, using segments to filter for tradeshow-specific leads, and setting relative due dates for timely task execution, the company can optimize its post-tradeshow follow-up process and enhance the likelihood of successful customer engagement.

80. Frage

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