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The Microsoft MB-210 exam covers a wide range of topics, including sales process configuration, lead and opportunity management, product and price list management, sales order processing, sales forecasting, and sales analysis. MB-210 exam also tests the candidate's knowledge of the integration of Dynamics 365 Sales with other Microsoft applications such as Power BI, Power Apps, and Microsoft Teams. MB-210 Exam measures the candidate's ability to design and implement solutions that meet the customer's needs and help them achieve their business goals.

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Microsoft MB-210 certification exam is a great way for professionals to validate their skills and knowledge in Dynamics 365 Sales. Microsoft Dynamics 365 Sales Functional Consultant certification exam covers a wide range of topics, including lead and opportunity management, product and price management, and customer engagement. MB-210 Exam also focuses on the implementation of solutions that improve customer engagement and sales processes.

Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q290-Q295):

NEW QUESTION # 290

You are a Dynamics 365 for Sales administrator.

You need to implement Versium Predict with custom views.

Which three 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.

Actions

- Add custom views using Versium Predict solution
- Authenticate Versium Predict
- Install Versium Predict from the Dynamics 365 Administration Center
- Install Versium Predict from Microsoft AppSource
- Add custom views using web resources

Answer Area



Answer:

Explanation:

Actions

- Add custom views using Versium Predict solution
- Authenticate Versium Predict
- Install Versium Predict from the Dynamics 365 Administration Center
- Install Versium Predict from Microsoft AppSource
- Add custom views using web resources

Answer Area



Explanation:

Install Versium Predict from Microsoft AppSource

Authenticate Versium Predict

Add custom views using web resources

NEW QUESTION # 291

You use products with properties for your opportunities in Dynamics 365.

You are adding a new product to your product catalog.

You need to create the product with a new set of properties.

Which Three product catalog components should you configure in sequence? To answer, move the appropriate components from the list of components to the answer area and arrange them in the correct order.

Components	Answer Area
Product Bundle	
Product Family	
Product	
Properties	

Answer:

Explanation:

Components	Answer Area
Product Bundle	Product Family
Product Family	Properties
Product	Product
Properties	

Explanation:

Text Description automatically generated

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-product-family>

NEW QUESTION # 292

A customer places an order that includes all of the products from a previous order.

You need to add products from the previous order to the new order.

From which sources can you retrieve the list of products? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Source entity

Source

Quote

	▼
Lead	
Opportunity	
Quote	
Order	

Order

	▼
Lead	
Opportunity	
Quote	
Order	



Invoice

	▼
Lead	
Opportunity	
Quote	
Order	

Answer:

Explanation:

Source entity

Quote

	▼
Lead	
Opportunity	
Quote	
Order	

Order

	▼
Lead	
Opportunity	
Quote	
Order	

Invoice

	▼
Lead	
Opportunity	
Quote	
Order	

Explanation

Source entity	Source
Quote	▼ Lead Opportunity Quote Order
Order	▼ Lead Opportunity Quote Order
Invoice	▼ Lead Opportunity Quote Order

NEW QUESTION # 293

A company is implementing Power BI templates for Dynamics 365 Sales.

The company wants to use prebuilt dashboards.

You need to identify the steps to configure the Power BI templates.

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.

Install the Power BI Desktop app.

Create a Power BI user and assign the user system admin rights.

Create a custom dashboard in Dynamics 365 Sales and add the Power BI Dashboard.

Install the Power BI template application.

Connect your Dynamics 365 Sales organization to the Power BI template app.

Configure the refresh frequency for the Power BI dataset.

Publish the application within your organization.



Answer:

Explanation:

Actions

- Install the Power BI Desktop app.
- Create a Power BI user and assign the user system admin rights.
- Create a custom dashboard in Dynamics 365 Sales and add the Power BI Dashboard.
- Install the Power BI template application.
- Connect your Dynamics 365 Sales organization to the Power BI template app.
- Configure the refresh frequency for the Power BI dataset.
- Publish the application within your organization.

Answer area

- Install the Power BI template application.
- Connect your Dynamics 365 Sales organization to the Power BI template app.
- Configure the refresh frequency for the Power BI dataset.
- Publish the application within your organization.

Explanation:

Actions

- Install the Power BI Desktop app.
- Create a Power BI user and assign the user system admin rights.
- Create a custom dashboard in Dynamics 365 Sales and add the Power BI Dashboard.

Answer area

- 1 Install the Power BI template application.
- 2 Connect your Dynamics 365 Sales organization to the Power BI template app.
- 3 Configure the refresh frequency for the Power BI dataset.
- 4 Publish the application within your organization.

NEW QUESTION # 294

You need to configure group sales discounts for alumni.

Which discount type parameters should you use? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Quantity	Discount type parameter
10	Begin Quantity End Quantity Percentage
20	Begin Quantity End Quantity Percentage
42	Begin Quantity End Quantity Percentage

Answer:

Explanation:

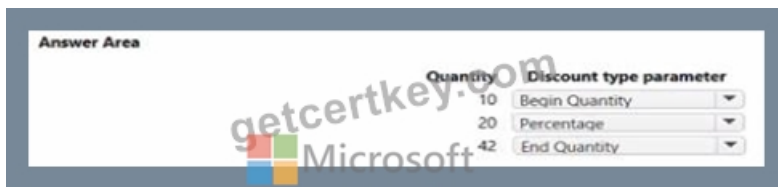
Actions

- Navigate to Sales Hub and select **Opportunities**.
- Edit a product record.
- Navigate to the Additional detail tab.
- Navigate to Sales Hub and select **Products**.
- Navigate to the Quotes tab.
- Edit an opportunity record.
- Select **Get Products**.

Answer Area

- Navigate to Sales Hub and select **Opportunities**.
- Edit an opportunity record.
- Navigate to the Quotes tab.
- Select **Get Products**.

Explanation



NEW QUESTION # 295

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