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## Microsoft MB-210 Practice Questions

### Microsoft Dynamics 365 Sales Functional Consultant

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1. You manage a Dynamics 365 Sales environment. Many activities are associated with opportunities.

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The MB-210 certification exam tests the candidate's knowledge and skills in various areas, such as configuring sales settings, creating and managing leads, opportunities, and quotes, managing product catalogs, and implementing sales processes. Additionally, the exam also covers topics like using Power Apps, Power Automate, and Power BI to enhance sales processes and analyzing sales data. By passing MB-210 Exam, candidates will gain recognition for their expertise in Dynamics 365 Sales and become eligible for various job roles, such as Sales Manager, Sales Analyst, and Sales Consultant.

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## Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q171-Q176):

### NEW QUESTION # 171

You are implementing Dynamics 365 Sales for a beverage company.

The company sells drinks by individual cans, by the dozen, or by the case of 48 cans as follows:

- \* There are three flavors: strawberry, vanilla, and chocolate.
- \* Each can costs \$5.00
- \* A dozen cans cost \$55.00.
- \* Each case has four dozen cans and costs \$200.00.
- \* A combination case includes a dozen cans of each flavor and costs \$160.00.
- \* Purchases of four or more cases get an extra 10 percent off the price.

You need to set up the product catalog.

Which components should you use? To answer, drag the appropriate components to the correct entry descriptions. 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 # 172

You create an invoice with products and services for a customer.

You need to add pricing for a product that is not available in the product catalog.

What should you do?

- A. Add a write-in product
- B. Add the product to the order and use Get Products
- C. Add the product to the quote and use Get Products

- D. Add an existing product and change the name and price

**Answer: A**

Explanation:

Explanation

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/add-product-quoteorder-in>

### NEW QUESTION # 173

You need to choose which product's solution fits the analysis needed.

Which solutions should you use? To answer, drag the appropriate solutions to the correct analyses. Each solution 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:

### NEW QUESTION # 174

You send a quote to a client. The client calls and negotiates a better price.

You need to send an updated quote to the client.

What is required to modify the quote? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

**Answer:**

Explanation:

**Question**

Which action should you perform?

**Response**

Revise  
Close Quote  
Deactivate  
Reopen Quote

**Question**

What is the resulting status for the quote after you perform the action?

**Response**

Draft  
Revised  
In Progress  
Open

Explanation

**Answer Area**

**Question**

Which action should you perform?

**Response**

Revise  
Draft

### NEW QUESTION # 175

You are a sales representative and use Dynamics 365 Sales.

You are working with the following lead record:

**Lead: Lead**  
Jim Glynn

Lead Source: ---

**Lead to Opportunity Sale...**  
Active for 1 minute

**Summary** Details Related

**Contact**

Topic: \* Interested in Product

First Name: \* Jim

Last Name: \* Glynn

Job Title: CEO

Business Phone: ---

Mobile Phone: ---

Email: ---

**Company**

Company: \*

**Qualify (1 Min)**

Active for 1 minute

Existing Contact? ☒ Jim Glynn (san

Existing Account? ---

Purchase Timeframe: ---

Estimated Budget: ---


Purchase Process: ---

Identify Decision Maker ☒ completed

Capture Summary: ---

**Next Stage** >

Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic.  
NOTE: Each correct selection is worth one point.


Question	Answer Choice
 <p>You need to move to the Develop stage. What should you do?</p> <p>Which new record or records are created?</p>	<input type="radio"/> Qualify the Lead <input type="radio"/> Select Next Stage <input type="radio"/> Select Develop
	<input type="radio"/> only an Opportunity <input type="radio"/> only an Account and a Contact <input type="radio"/> only an Account and an Opportunity <input type="radio"/> an Account, a Contact, and an Opportunity

**Answer:**

**Explanation:**

Question	Answer Choice
 <p>You need to move to the Develop stage. What should you do?</p> <p>Which new record or records are created?</p>	<input type="radio"/> Qualify the Lead <input type="radio"/> Select Next Stage <input type="radio"/> Select Develop
	<input type="radio"/> only an Opportunity <input type="radio"/> only an Account and a Contact <input type="radio"/> only an Account and an Opportunity <input type="radio"/> an Account, a Contact, and an Opportunity

**Explanation**

Question	Answer Choice
 <p>You need to move to the Develop stage. What should you do?</p> <p>Which new record or records are created?</p>	<input type="radio"/> Qualify the Lead <input type="radio"/> Select Next Stage <input type="radio"/> Select Develop
	<input type="radio"/> only an Opportunity <input type="radio"/> only an Account and a Contact <input type="radio"/> only an Account and an Opportunity <input type="radio"/> an Account, a Contact, and an Opportunity

## NEW QUESTION # 176

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