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The MB-210 exam is intended for individuals who have experience working with Microsoft Dynamics 365 Sales, as well as those who are looking to expand their knowledge and skills in this area. MB-210 exam assesses the candidate's ability to configure, customize, and manage the Dynamics 365 Sales platform, as well as their knowledge of best practices and industry standards.

Microsoft MB-210 exam also covers the topic of sales analytics and reporting. This includes understanding how to use the reporting and analytics tools available in Microsoft Dynamics 365 Sales to generate insights and make informed decisions. Candidates will need to demonstrate their ability to create and customize reports, as well as how to use the system to analyze sales data and make informed decisions.

Microsoft MB-210 Exam consists of approximately 40-60 questions and has a time limit of 150 minutes. MB-210 exam is available in multiple languages and can be taken online or at a testing center. Candidates who successfully pass the exam will earn the Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate certification, which demonstrates their proficiency in using Dynamics 365 Sales to drive sales and customer engagement. Microsoft Dynamics 365 Sales Functional Consultant certification is recognized globally and can help individuals advance their careers in the field of customer relationship management.

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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q319-Q324):

NEW QUESTION #319

You are a Dynamics 365 Sales administrator for a car dealership. You create a custom Service entity.

Salespeople must be able to see all related appointments in the timeline. A salesperson creates an appointment but is unable to see any Service records available in the Regarding field. Salespeople have permission to view service record.

You need to ensure that the salesperson is able to connect the appointment to the service.

What should you do?

- A. Enable activities on the Service entity.
- B. Create a connection to the Service record.
- C. Add a timeline to the Service form.
- D. Assign privileges to Activities.

Answer: A

Explanation:

Reference:

https://docs.microsoft.com/en-us/dynamics365/outlook-app/enable-a-custom-entity-to-appear-in-the-regarding-lookup

NEW OUESTION #320

You manage a Dynamics 365 Sales environment.

You need to configure the default status for each lead.

Which status reason should you associate to each scenario? To answer, select the appropriate options in the answer area. NOTE: Each correct selection is worth one point.

Scenario	Status reason
A lead is created and contacted by phone.	▼
	New-Contacted
	Open-Contacted
	Qualified-New
	Qualified-Qualified
A lead has no contact method availables prep4sur	Open-Cannot Contact rosoft Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	Qualified-New Qualified-Qualified Qualified-Closed

Answer:

Explanation:

Scenario Status reason

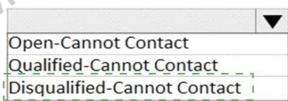
A lead is created and contacted by phone.

New-Contacted

Open-Contacted

New-Contacted
Open-Contacted
Qualified-New
Qualified-Qualified





A lead is ready to be an opportunity.



Explanation



NEW QUESTION #321

A sales manager creates a view for leads in the manager's region. The view displays only 25 records per page. The sales manager wants the view to display 100 records per page. You need to recommend a solution for the sales manager. What should you recommend?

- A. Create a public view.
- B. Create a personal view.
- C. Update personalization settings.
- D. Update system settings.

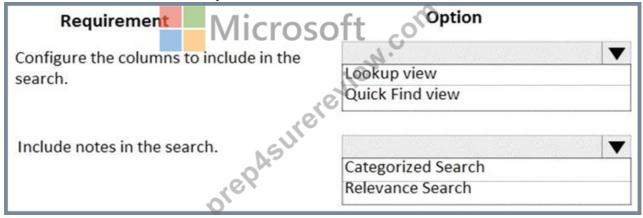
Answer: B

You use Dynamics 365 for Sales. Users search for leads by using email addresses, phone numbers, and comments made in notes. Users report that the results they obtain when using Global Search are not useful.

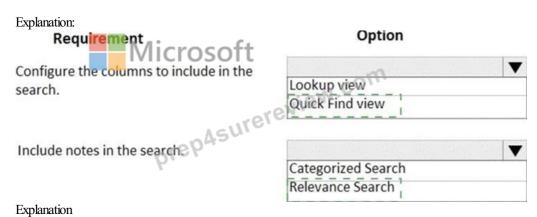
You need to configure Dynamics 365 to enable the users to locate leads.

What should you implement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.



Answer:



Requirement Configure the columns to include in the search. Lookup view Quick Find view Categorized Search Relevance Search

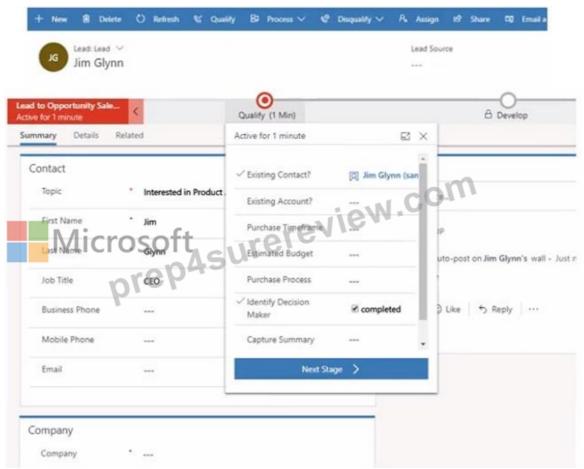
References:

 $https:\!//docs.microsoft.com/en-us/dynamics 365/customer-engagement/basics/relevance-search-results$

NEW QUESTION #323

You are a sales representative and use Dynamics 365 Sales.

You are working with the following lead record:



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.



Answer:

Explanation:



Explanation

Question

Answer Choice

You need to move to the Develop stage. What should you do?

Which new record or records are created?

	-
Qualify the Lead	
Select Next Stage	
Select Develop	
	-
only an Opportunity	
only an Account and a Contact	
only an Account and an Opportunity	

Contact, and an Opportunity

NEW QUESTION #324

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