

Exam MB-210 Forum | MB-210 Testdump



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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.

>> Exam MB-210 Forum <<

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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 QUESTION # 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 available.	Open-Cannot Contact 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	
Qualified-New	
Qualified-Qualified	

A lead has no contact method available.

	▼
Open-Cannot Contact	
Qualified-Cannot Contact	
Disqualified-Cannot Contact	

A lead is ready to be an opportunity.

	▼
Qualified-New	
Qualified-Qualified	
Qualified-Closed	

Explanation

Scenario	Status reason										
A lead is created and contacted by phone.	<table><tr><th></th><th>▼</th></tr><tr><td>New-Contacted</td><td></td></tr><tr><td>Open-Contacted</td><td></td></tr><tr><td>Qualified-New</td><td></td></tr><tr><td>Qualified-Qualified</td><td></td></tr></table>		▼	New-Contacted		Open-Contacted		Qualified-New		Qualified-Qualified	
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New-Contacted											
Open-Contacted											
Qualified-New											
Qualified-Qualified											
A lead has no contact method available.	<table><tr><th></th><th>▼</th></tr><tr><td>Open-Cannot Contact</td><td></td></tr><tr><td>Qualified-Cannot Contact</td><td></td></tr><tr><td>Disqualified-Cannot Contact</td><td></td></tr></table>		▼	Open-Cannot Contact		Qualified-Cannot Contact		Disqualified-Cannot Contact			
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Open-Cannot Contact											
Qualified-Cannot Contact											
Disqualified-Cannot Contact											
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	▼										
Qualified-New											
Qualified-Qualified											
Qualified-Closed											

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

NEW QUESTION # 322

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.

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

Answer:

Explanation:

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

Explanation

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

References:

<https://docs.microsoft.com/en-us/dynamics365/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:

+ New Delete Refresh Qualify Process Disqualify Assign It? Share Email a

Lead: Lead Lead Source
 Jim Glynn ---

Lead to Opportunity Sale...
 Active for 1 minute

Summary Details Related Develop

Contact
 Topic * Interested in Product
 First Name * Jim
 Last Name Glynn
 Job Title CEO
 Business Phone ---
 Mobile Phone ---
 Email ---

Company
 Company * ---

Quality (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
You need to move to the Develop stage. What should you do?	☒ Qualify the Lead ☐ Select Next Stage ☐ Select Develop
Which new record or records are created?	☒ Only an Opportunity ☐ Only an Account and a Contact ☐ Only an Account and an Opportunity ☐ An Account, a Contact, and an Opportunity

Answer:

Explanation:

Question	Answer Choice
You need to move to the Develop stage. What should you do?	☒ Qualify the Lead ☐ Select Next Stage ☐ Select Develop
Which new record or records are created?	☒ Only an Opportunity ☐ Only an Account and a Contact ☐ Only an Account and an Opportunity ☐ An Account, a Contact, and an Opportunity

Explanation

records are created?

Quality the Lead
Select Next Stage
Select Develop

only an Opportunity

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