

# MB-280試験勉強過去問、MB-280試験復習



BONUS!!! JPTestKing MB-280ダンプの一部を無料でダウンロード: <https://drive.google.com/open?id=1mLurK8vX0YBjoI9vXe2j-RNCIhNTthLa>

あなたが信じる信じられないのを問わず、我々の権威的なMicrosoftのMB-280試験のための資料がここにあります。あなたにMicrosoftのMB-280試験準備の最高のヘルプを提供します。MicrosoftのMB-280試験に合格すればあなたのプロモーションの夢が叶えるかもしれません。私たちは、衝動買いは後悔することは容易であることを知っていますから、あなたご購入の前にやってみるのを薦めます。MicrosoftのMB-280試験のデモを我々ウェブサイトで無料でダウンロードできて、早く体験しましょう。

## Microsoft MB-280 認定試験の出題範囲:

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 2	<ul style="list-style-type: none"><li>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.</li></ul>
トピック 3	<ul style="list-style-type: none"><li>Demonstrate Dynamics 365 Customer Insights Capabilities: This section focuses on leveraging customer data to drive sales strategies through Dynamics 365 Customer Insights.</li></ul>
トピック 4	<ul style="list-style-type: none"><li>Implement Security and Customizations in Dynamics 365 Sales: This section addresses the implementation of security measures and customization options within Dynamics 365 Sales for Dynamics 365 Sales Professionals.</li></ul>

- 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.

>> MB-280試験勉強過去問 <<

## MB-280試験復習 & MB-280日本語版試験解答

JPTeKingが提供したMicrosoftのMB-280トレーニング資料はもうあなたの目の前に来ましたから、選択すべき時間になりました。もちろんあなたも他の製品を選べますが、JPTeKingがあなたに無限大な恩恵をもたらせることを知るべきです。100パーセントの成功率を保証できるのはJPTeKingしかありません。JPTeKingがあなたに美しい未来を差し上げ、将来あなたはJPTeKing領域でより広い道が行くことができ、情報技術の領域で効率的に仕事することもできます。

### Microsoft Dynamics 365 Customer Experience Analyst 認定 MB-280 試験問題 (Q53-Q58):

#### 質問 # 53

You are the Dynamics 365 Sales administrator for an electronics company.

The sales team is having difficulty locating different products in the same category - for instance; all versions of flat screen TV available.

You need to make it easier for the sales team to navigate through products via taxonomy.

What should you use?

- A. Product unit groups
- **B. Product families**
- C. Related products
- D. Product bundles

正解: B

解説:

Using Product families allows you to group similar products together under a common category or taxonomy. For example, you can create a product family for all versions of flat screen TVs, making it easier for the sales team to locate and navigate through different models within that category. This organization helps streamline product searches and improves overall efficiency in managing product offerings.

#### 質問 # 54

You are the Dynamics 365 administrator at an organization that uses both Dynamics 365 Customer Insights - Journeys and Dynamics 365 Sales.

You have configured Customer Insights - Journeys to create leads from web form submissions.

You also allow your sales users to create leads using the user interface.

Your organization has recently hosted an event at a conference.

You have a Customer Insights - Journeys web form to capture leads immediately at the conference.

You expect sales users to enter lead information for prospects they meet at the event in the week after the conference.

You need to keep your data clean while also capturing all the valid leads from the event.

What should you do?

- A. Go to the settings area in Customer Insights - Journeys and ensure the default form matching strategy is selected.
- B. Go to the classic editor and remove Create permissions from the security group for sales users.
- C. Go to the form in Customer Insights - Journeys and update the form so that it can either create new leads or update existing leads.
- **D. Go to business management settings and enable duplicate detection on leads based on email.**

正解: D

解説:

Enabling duplicate detection on leads based on email is crucial for maintaining clean data while allowing for lead capture from both web forms and manual entry by sales users. By doing this, you can ensure that if a lead created at the conference via the web form has the same email address as one entered by sales users, the system will recognize it as a potential duplicate and handle it accordingly.

#### 質問 # 55

You need to build a trigger-based journey to send the "Getting started" emails requested by the global sales lead. Which trigger should you use to start the journey?

- A. Custom trigger with contact profile data
- B. Custom trigger with lead profile data
- C. Email Link Clicked interaction trigger
- **D. Dataverse record change trigger**

正解: D

解説:

To build a trigger-based journey that sends "Getting started" emails when an opportunity is marked as "Won," the appropriate trigger to use is the Dataverse record change trigger. This trigger is specifically designed to initiate actions based on changes in Microsoft Dataverse records, which are integral to Dynamics 365.

Here's the detailed reasoning:

Dataverse Record Change Trigger:

The Dataverse record change trigger is used to initiate journeys when there is a change in a record within Dataverse, such as an opportunity's status.

Since the requirement is to send a "Getting started" email once an opportunity status changes to "Won," this trigger can detect the status update in real-time.

Using this trigger, you can specify the criteria for the journey to start, such as filtering for opportunities with a status of "Won," thus automating the email sending based on this condition.

Why Not Other Triggers?

Custom trigger with lead profile data and Custom trigger with contact profile data: These are generally used for initiating journeys based on custom events or data points outside of standard Dataverse records, which isn't applicable here as the journey is triggered by an opportunity status change, a native Dataverse record.

Email Link Clicked Interaction Trigger: This trigger is used to follow up after an email link is clicked, which does not align with the scenario. The journey must start based on an opportunity status change, not email interaction.

Microsoft Dynamics 365 Reference:

Create and manage trigger-based journeys

Work with Dataverse triggers in journeys

By using the Dataverse record change trigger, you ensure that the journey aligns directly with the sales process and automatically sends the "Getting started" email when an opportunity reaches the "Won" status, as requested by the global sales lead.

#### 質問 # 56

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution. Determine whether the solution meets the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question in this section, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You configure forecasts for a clothing manufacturer.

A salesperson updates an opportunity and wants to refresh the forecast

You need to show the salesperson how to refresh the forecast.

Solution: Update the roll-up recurrence frequency.

Does this meet the goal?

- **A. No**
- B. Yes

正解: A

解説:

<https://learn.microsoft.com/en-us/dynamics365/sales/keep-forecast-data-up-to-date>  
<https://learn.microsoft.com/en-us/dynamics365/sales/forecast-recalculation-methods>

### 質問 # 57

#### DRAG DROP

You are a Dynamics 365 Sales system customizer.

Salespeople report that they cannot search for open and closed opportunities using the search tool in the Quick Find View.

You need to configure the search tool to show the open and closed opportunities in the Customize the System area.

Which three actions should you perform in sequence? To answer, move the three appropriate actions from the list of actions to the answer area. Arrange the three actions in the correct order.

正解:

解説:

Explanation:

### 質問 # 58

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MB-280試験復習: <https://www.jptestking.com/MB-280-exam.html>

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- MB-280無料試験 □ MB-280受験対策書 □ MB-280日本語版試験解答 □ ☀ [www.goshiken.com](http://www.goshiken.com) □ ☀ □ を入力して (MB-280) を検索し、無料でダウンロードしてくださいMB-280技術試験
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