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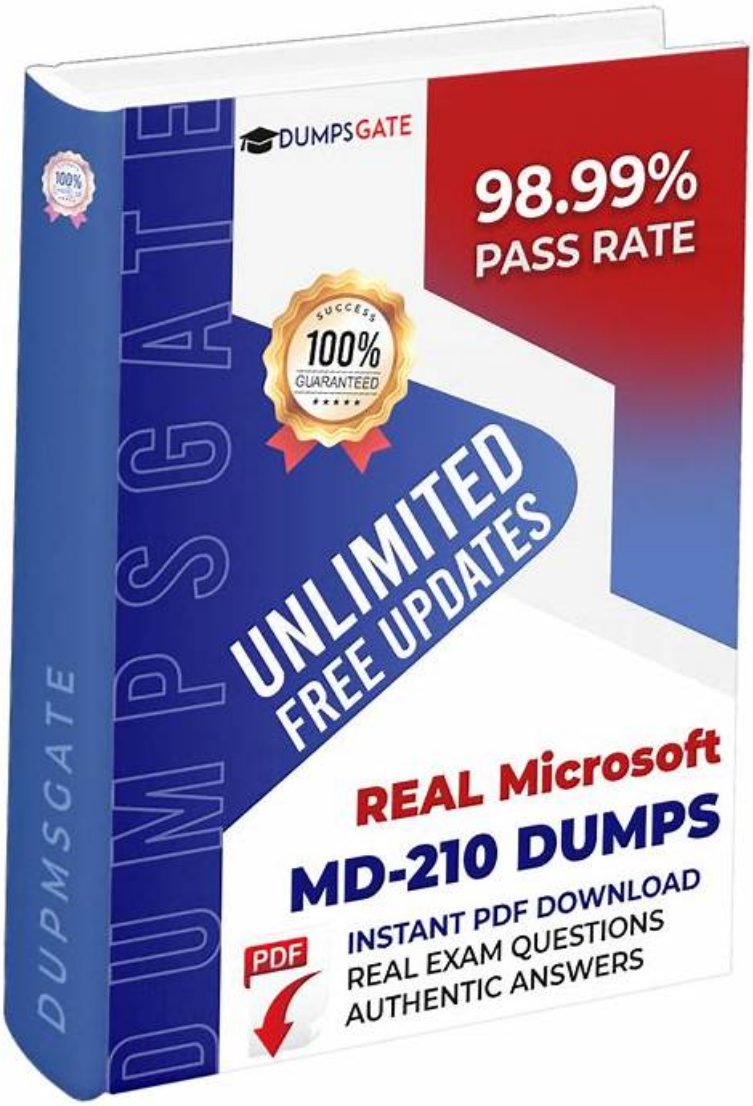

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Microsoft MB-210 certification exam is designed to help functional consultants demonstrate their proficiency in Dynamics 365 Sales. Microsoft Dynamics 365 Sales Functional Consultant certification exam covers various topics, including sales settings, lead and opportunity management, quote and order management, and sales analysis. MB-210 exam tests a candidate's knowledge and skills in configuring and customizing Dynamics 365 Sales to meet customer requirements. Passing this certification exam will give professionals a competitive edge in the job market and help them advance their careers.

Related Certification Profile

The Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate is the certification that one can claim after passing MB-210 Exam. The prime focus of this designation is on Dynamics 365 Sales and its related concepts. Thus, skills related to

managing the leads, orders, and configuration product catalogs can be earned effortlessly. Besides this, it allows the learner to have a hold over Dynamics 365 Sales configuration expertise required as per the given ecosystem. Dynamics 365 solutions using Power Platform components are other earned acumen using this Microsoft MB-210 exam. Note that along with MB-210, one has to clear PL-200 test to earn this certificate. Overall, this certification helps a specialist to perform configuration and core sales entities easily.

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Microsoft MB-210 Exam is designed for individuals who have experience in implementing Microsoft Dynamics 365 Sales solutions. MB-210 exam is open to individuals who have a basic understanding of the sales process and have worked with Dynamics 365 Sales. MB-210 Exam is also suitable for individuals who have experience in other sales management systems and want to transition to Dynamics 365 Sales.

Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q135-Q140):

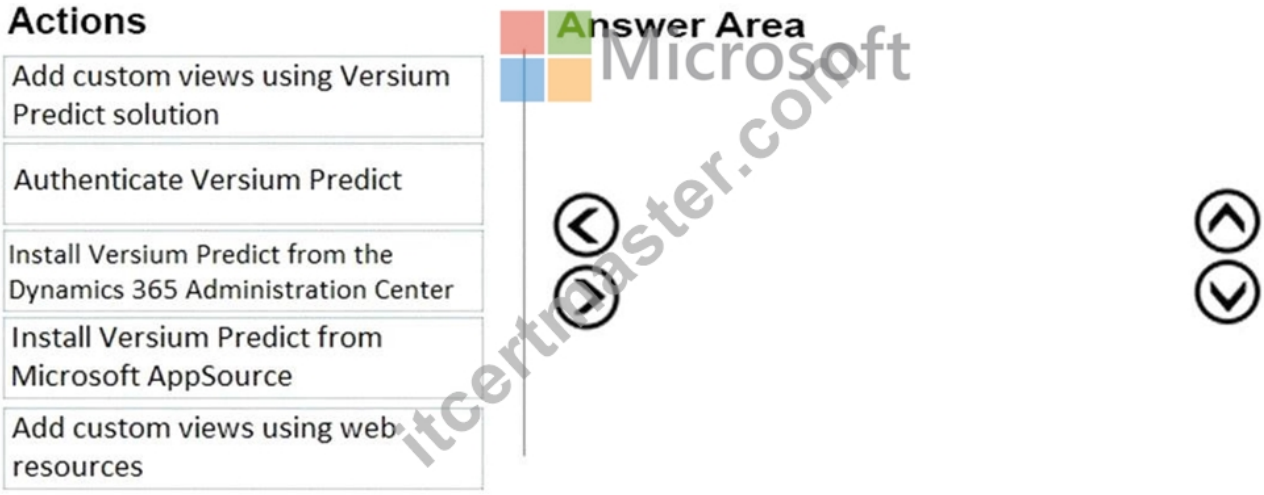
NEW QUESTION # 135
A company uses Dynamics 365 for Sales.
You must track a competitor to help your company win a sale.
You need to associate the competitor with a Dynamics 365 entity.
To which type of entity can you associate the competitor?

- A. Account
- B. Opportunity
- C. Lead
- D. Contacts

Answer: B

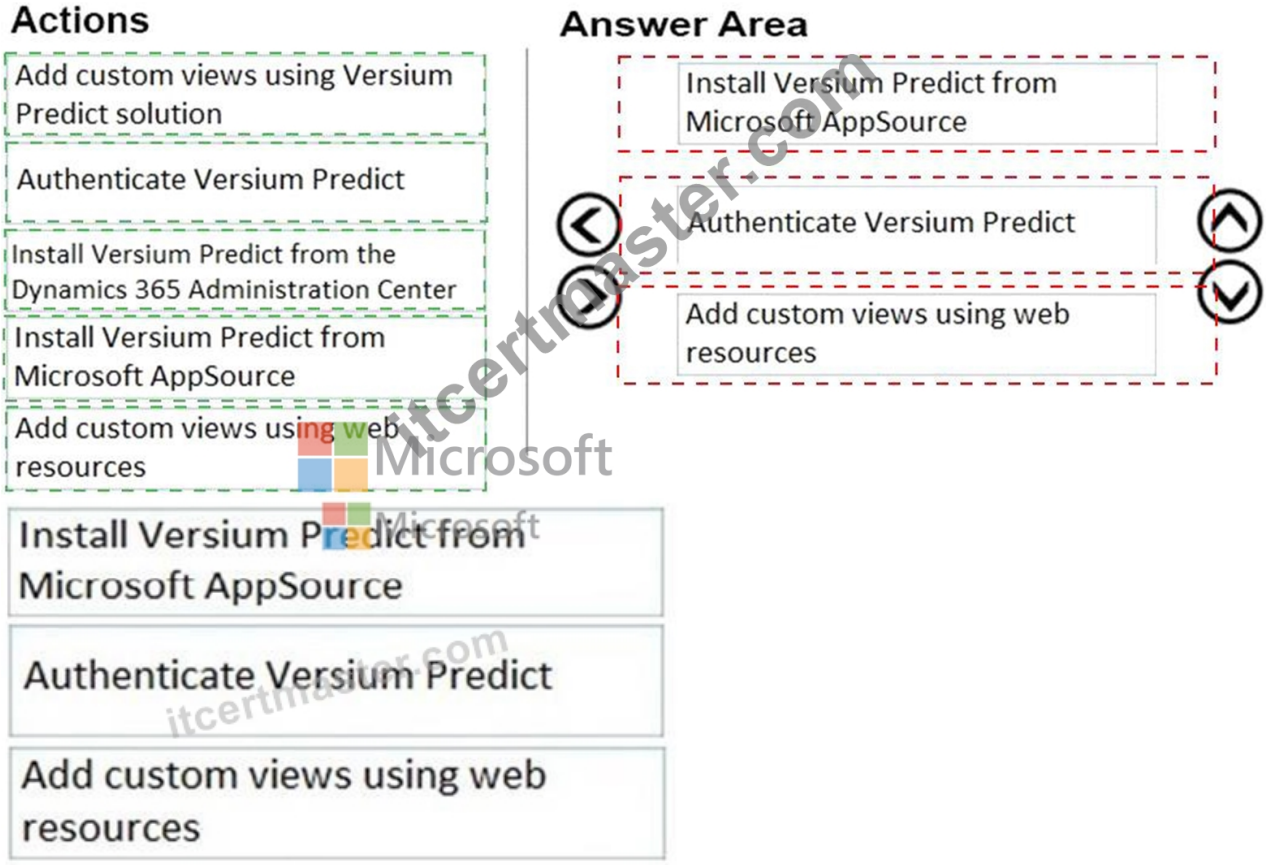
Explanation:
https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create- edit-competitor-record-sales

NEW QUESTION # 136
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.



Answer:

Explanation:



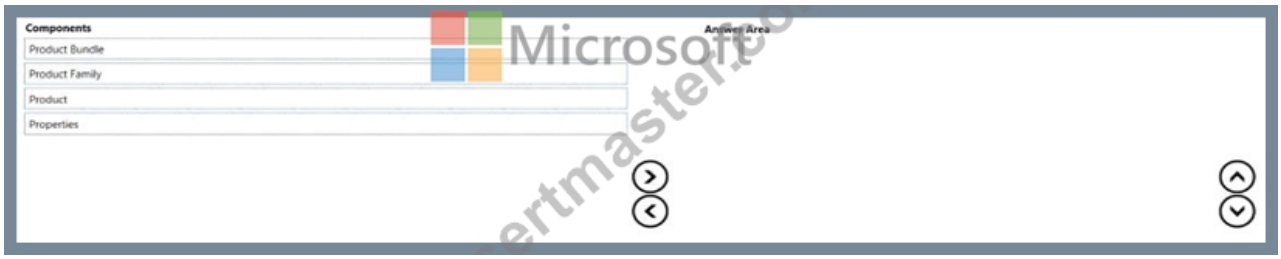
NEW QUESTION # 137

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

You are adding a new product to your product catalog.

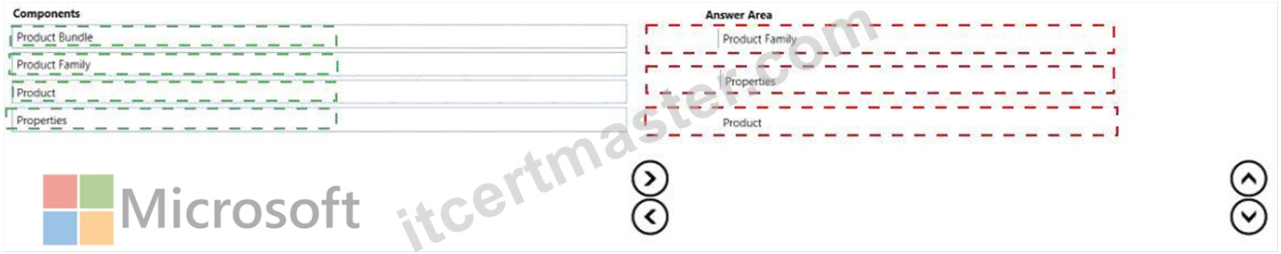
You need to create the product with a new set of properties.

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.



Answer:

Explanation:



Explanation

Text Description automatically generated

Reference:

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

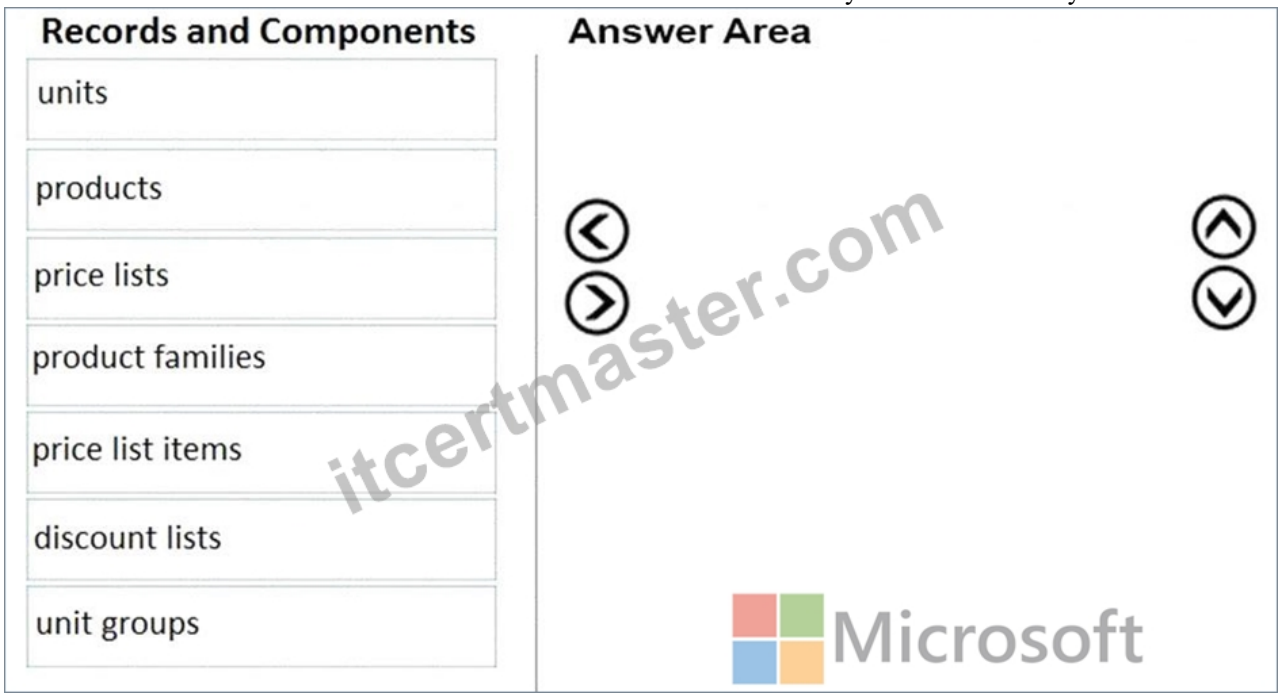
NEW QUESTION # 138

The product development team for a toy company creates a new remote-control toy.

You need to create the necessary records and record relationships to sell the product.

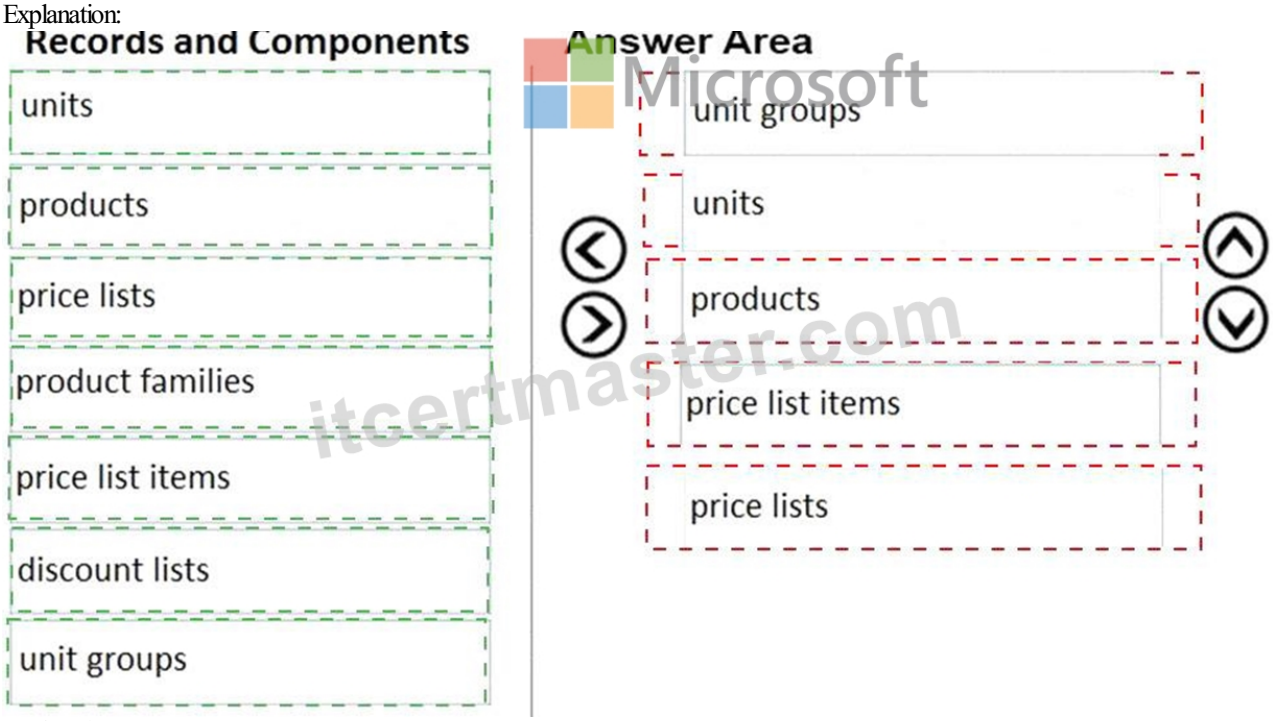
Which five records and/or components should you configure in sequence? To answer, move the appropriate records and/or components from the list of records and components to the answer area and arrange them in the correct order.

NOTE:More than one order of answer choices is correct. You will receive credit for any of the correct orders you select.

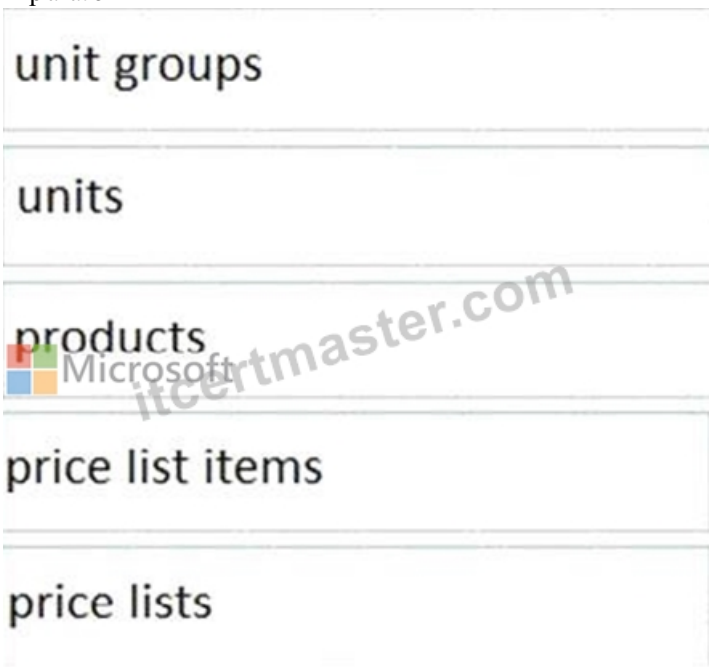


Answer:

Explanation:



Explanation



NEW QUESTION # 139

Please wait while the virtual machine loads. Once loaded, you may proceed to the lab section. This may take a few minutes, and the wait time will not be deducted from your overall test time.

When the Next button is available, click it to access the lab section. In this section, you will perform a set of tasks in a live environment. While most functionality will be available to you as it would be in a live environment, some functionality (e.g., copy and paste, ability to navigate to external websites) will not be possible by design.

Scoring is based on the outcome of performing the tasks stated in the lab. In other words, it doesn't matter how you accomplish the task, if you successfully perform it, you will earn credit for that task.

Labs are not timed separately, and this exam may have more than one lab that you must complete. You can use as much time as you would like to complete each lab. But, you should manage your time appropriately to ensure that you are able to complete the lab(s) and all other sections of the exam in the time provided.

Please note that once you submit your work by clicking the Next button within a lab, you will NOT be able to return to the lab.

You need to create a copy of Sales Dashboard and name the dashboard Sales Dashboard 2. The new dashboard must NOT include a view that displays the activities widgets.

To complete this task, sign in to the Dynamics 365 portal.

Answer:

Explanation:
See explanation below.
* Navigate to Dashboards.
* Open the Sales Dashboard.
* Click Save As and enter the name Sales Dashboard 2 to save a copy of the dashboard.
* Click Edit.
* Select the view that displays the activities widgets.
* Click Remove
* Click Save.

NEW QUESTION # 140
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