

MB-210 examination of the latest Microsoft certification exam questions and answers

Practice Assessment for Exam AZ-900: Microsoft Azure Fundamentals

Question 1 of 50

Select the answer that correctly completes the sentence.

[Answer choice] is the logical container used to combine and organize Azure resources.

☐ a resource group
✓ This answer is correct.

☐ Azure Resource Manager (ARM)

☒ a management group
This answer is incorrect.

☐ an Azure region

Resources are combined into resource groups, which act as a logical container into which Azure resources like web apps, databases, and storage accounts, are deployed and managed.
Azure resources and Azure Resource Manager - Training | Microsoft Learn

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It is the most straightforward format of our Microsoft Dynamics 365 Sales Functional Consultant (MB-210) exam material. The PDF document has updated and actual Microsoft Exam Questions with correct answers. This format is helpful to study for the MB-210 exam even in busy routines. MB-210 Exam Questions in this format are printable and portable. You are free to get a hard copy of Microsoft Dynamics 365 Sales Functional Consultant (MB-210) PDF questions or study them on your smartphones, tablets, and laptops at your convenience.

Passing the Microsoft MB-210 test is a perfect opportunity for candidates to get certified and launch their careers as functional consultants.

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Every day of our daily life seems to be the same rhythm, work to eat and sleep, and all the daily arrangements, the exam does not go through every day, especially for the key MB-210 qualification test ready to be more common. In preparing the MB-210 qualification examination, the MB-210 study materials will provide users with the most important practice materials. Users can evaluate our products by downloading free demo templates prior to formal purchase.

To take the Microsoft MB-210 Certification Exam, candidates must have a strong understanding of sales processes, sales management tools, and customer engagement strategies. They must also have experience working with Dynamics 365 Sales and be familiar with the software's features, functions, and capabilities.

Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q347-Q352):

NEW QUESTION # 347

You need to configure the RFQ process flow.

What should you create to meet each requirement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	▼ Data step and set as required Stage with a branching rule Action step
Require a sales manager review.	▼ Branching rule based on the management review step Branching rule based on the lead qualification step Branching rule based on the opportunity step
Track RFQ management approval.	▼ Stage Approval flow Branch rule

Answer:

Explanation:

Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	▼ Data step and set as required Stage with a branching rule Action step
Require a sales manager review.	▼ Branching rule based on the management review step Branching rule based on the lead qualification step Branching rule based on the opportunity step
Track RFQ management approval.	▼ Stage Approval flow Branch rule

Explanation:

Graphical user interface, text, application, email Description automatically generated

Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	▼ Data step and set as required Stage with a branching rule Action step
Require a sales manager review.	▼ Branching rule based on the management review step Branching rule based on the lead qualification step Branching rule based on the opportunity step
Track RFQ management approval.	▼ Stage Approval flow Branch rule

Reference:

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/business-process-flow>

NEW QUESTION # 348

You need to provide First Up Consultants the access they require. What should you do?

- A. Modify security role privileges.
- B. Grant access to the partner portal.
- C. Add the Sales Enterprise App role.

- D. Apply a Dynamics 365 Sales Professional license.

Answer: B

NEW QUESTION # 349

You need to ensure that sales numbers reflect the accounting calendar.
What should you configure?

- **A. Fiscal Year Settings**
- B. Sales Territories
- C. Rollup Queries
- D. Business Closures

Answer: A

Explanation:

Explanation/Reference:

Perform Configuration

Testlet 3

Background

Bellows College has several sports teams. Sporting events take place throughout the year. Processes for managing and selling tickets to events are very outdated. The college uses Microsoft Excel to track who has paid for each private box seat for each season. The college uses a paper-based system to manage individual ticket sales. Bellows often loses money on ticket sales due to lack of accurate purchasing information.

The college currently does not support ticket sales on the day of a sporting event. All tickets must be purchased in advance.

Bellows College plans to streamline processes for selling tickets to sporting events. The organization needs an updated system that will support internal sales people and track all ticket sales for a season.

Sales team

Bellows College has inside phone sales representatives and regional sales representatives that are assigned to specific sales territories. Inside phones sales representatives primarily handle individual cash or credit card ticket sales. Regional sales representatives primarily handle group and private box sales. Phone inquiries for group and private box sales are entered into the system and assigned to the appropriate regional representative.

Dynamics 365

Bellows College has purchased Microsoft Dynamics 365 Sales to help manage their ticket sales. You are hired to configure the system to meet the college's needs.

The college has identified the following requirements for the new system:

- * Enforce repeatable steps to promote and increase efficiency and consistency for ticket sales across all sports and venues.
- * Calculate sales margins based on base ticket prices with discounts for group and alumni sales.
- * Maximize private box sales.
- * Provide visibility into all potential and pending sales.
- * Track and report follow up activities performed by all sales representatives.

Current processes

Ticket sales

Ticket sales are completed and displayed based on the college's fiscal year which begins July 1 and ends June 30.

Ticket sales for existing customers will be entered as new opportunities for tracking and reporting purposes. To facilitate timely follow-up (and sales representative accountability), a phone call activity will be auto-generated every time a new opportunity is created.

Ticket sales for new customers will be entered in the solution as leads. Leads will have the following statuses:

Open, Qualified, and Disqualified. Status values cannot be customized. Status values cannot be customized.

Status reasons can be customized.

Ticket prices

The standard ticket price for all sporting events is \$50. Non-alumni ticket purchases are priced based on the standard rate. Alumni ticket purchases are priced at the current cost. This season the current cost is \$35 per ticket. All sports are priced on a markup, except for football. Football is priced based on a hard profit. The college has the following markup and margin policies for the three categories of ticket purchasers:

Purchaser	Markup	Margin
Alumni	10 percent	5 percent
Student	0 percent	0 percent
Non-alumni	0 percent	12 percent

Ticket package discounts are available for group purchases. The following table shows pricing:

# of Tickets for Group	Discount price/ticket
Alumni – 10	\$33
Alumni – 20	\$31
Alumni > 20	\$30
Non-alumni – 10	\$48
Non-alumni – 20	\$45
Non- alumni > 20	\$43

Private box seats

Because of the limited number of private box seats, private box seats sell out quickly. These seats are offered to current renters first, then alumni. Remaining box seat tickets are made available to others from year to year.

The dean of the college has expressed the desire to personally call the CEOs or primary decision makers of groups to thank them for renewing their private box rentals.

Private box sales for existing customers will be entered as opportunities and converted to orders when finalized. Private box and group sales for new customers will be entered as leads and will follow a standardized sales process. To support reporting, pending new customer sales will go through a verification process using the stages New, Pending Approval, Approved.

Requirements

Accounting

Budgets and taxes must be tracked over an annual accounting period. The name of the accounting period must be displayed based upon the July 1 date. The accounting period must support abbreviations and must be divisible into four quarters.

Invoices must include:

- * Price List Products: Products tied to a price list
- * Non-catalog Products: Existing products not part of the product catalog
- * Opportunity Products: Products from a previously created opportunity
- * Product prices on the invoice can be changed at the salesperson's discretion System configuration The system must be set up as follows:
- * Individual cash and credit cards sales will be entered as orders in the system.
- * New opportunities will automatically generate a required phone call activity for the assigned sales representative to be completed within 5 days. Valid outcomes of the call will be set to Connected, Left Message, and Wrong Number when closed.
- * Non-renewals of private box rentals should be designated with the following outcomes for tracking and reporting purposes: Not interested, Budget cuts, No Longer in business, Other. If Other is chosen, the sales representative must provide additional information in the provided text box.

Tickets

The ticket manager must be able to create discounts for volume purchases of tickets for either groups or bundles of games.

The ticket manager must be able to calculate the best margins for ticket sales. They need to calculate prices as percentage of costs.

Reporting

The school's athletic director needs a fiscal year report that includes specific formatting based on a defined template. The report must contain a chart that displays the type of ticket purchaser (alumni, non-alumni, and student).

All sales reporting must be completed by using Dynamics 365 for Sales. Bellows College has purchased the online version of the Sales Content Pack for BI to allow for visualizations and the creation of dashboards for ticket sales. The sales team needs to use a secured connection to access the Bellows College Power BI dashboard.

Sales team members need the following report types to meet reporting needs:

Report	Report description
Orders	Provides a view of ticket orders and line items.
Discounts by Number of Employees	Provides a custom report to display discounts provided based upon number of employees within a customer organization.
Standings Report	Provides a report hosted by a third party of current team standings.
Branding Report	Provides images of team logos and fonts. This report never changes.
Mobile Salesperson Report	Provides the ability to create PivotTables for mobile sales team members when connected to a network.

Problem statements

The sales manager is concerned with the lack of sales from one of the sales representatives in comparison to the other sales representatives. The legacy system does not provide enough data to allow the manager to give proper feedback or guidance. The sales manager has received emails from a potential private box customer named Contoso, Ltd. confirming that they have not had any contact from any sales representative even though they are ready to purchase group tickets.

NEW QUESTION # 350

A company is connecting Dynamics 365 Sales records to Microsoft Teams.

Users experience the following issues on different lead records when they try to access documents in Dynamics 365 Sales:

- * UserA receives an error that states file sharing is not setup.
- * UserB receives an error that states the user does not have permissions to view files.
- * UserC is still able to view documents after the user was removed from the Microsoft Teams channel.

You need to resolve the issues.

What should you do for each issue? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Issue	Resolution
File sharing is not setup for UserA.	☐ Enable Advanced Collaboration Experience. ☐ Connect the record to a Microsoft Teams chat. ☐ Enable Basic Collaboration Experience. ☐ Connect the record to a Microsoft Teams channel. ☒ Enable Advanced Collaboration Experience.
UserB does not have permissions to view files.	☒ Add the user to the Microsoft Teams channel. ☒ Add the user to the Microsoft Teams channel. ☐ Update privileges in the user's security role. ☐ Increase permission levels of the Microsoft SharePoint group connected to the Microsoft Teams channel.
UserC still has access to documents after being removed from the Microsoft Team channel.	☒ Remove the user's access from the Microsoft SharePoint site. ☐ Remove the user from the Microsoft Teams chat. ☐ Update privileges in the user's security role. ☐ Remove the user's access from the Microsoft SharePoint site.

Answer:

Explanation:

Answer Area	
Issue File sharing is not setup for UserA.	Resolution Enable Advanced Collaboration Experience. Connect the record to a Microsoft Teams chat. Enable Basic Collaboration Experience. Connect the record to a Microsoft Teams channel. Enable Advanced Collaboration Experience.
UserB does not have permissions to view files.	Add the user to the Microsoft Teams channel. Add the user to the Microsoft Teams channel. Update privileges in the user's security role. Increase permission levels of the Microsoft SharePoint group connected to the Microsoft Teams channel.
UserC still has access to documents after being removed from the Microsoft Team channel.	Remove the user's access from the Microsoft SharePoint site. Remove the user from the Microsoft Teams chat. Update privileges in the user's security role. Remove the user's access from the Microsoft SharePoint site.

Explanation:

Answer Area	
Issue File sharing is not setup for UserA.	Resolution Enable Advanced Collaboration Experience.
UserB does not have permissions to view files.	Add the user to the Microsoft Teams channel.
UserC still has access to documents after being removed from the Microsoft Team channel.	Remove the user's access from the Microsoft SharePoint site.

NEW QUESTION # 351

You are a sales representative and use Dynamics 565 Sales.

You are working with the following lead record:

Lead: Lead
 Jim Glynn

Lead Source

Lead to Opportunity Sale...
 Active for 1 minute

Qualify (1 Min)
 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

Existing Contact? ☒ Jim Glynn (san)

Existing Account? ---

Purchase Timeframe ---

Estimated Budget ---

Purchase Process ---

Identify Decision Maker ☒ completed

Capture Summary ---

Next Stage >

Company

Company * ---

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

NEW QUESTION # 352

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