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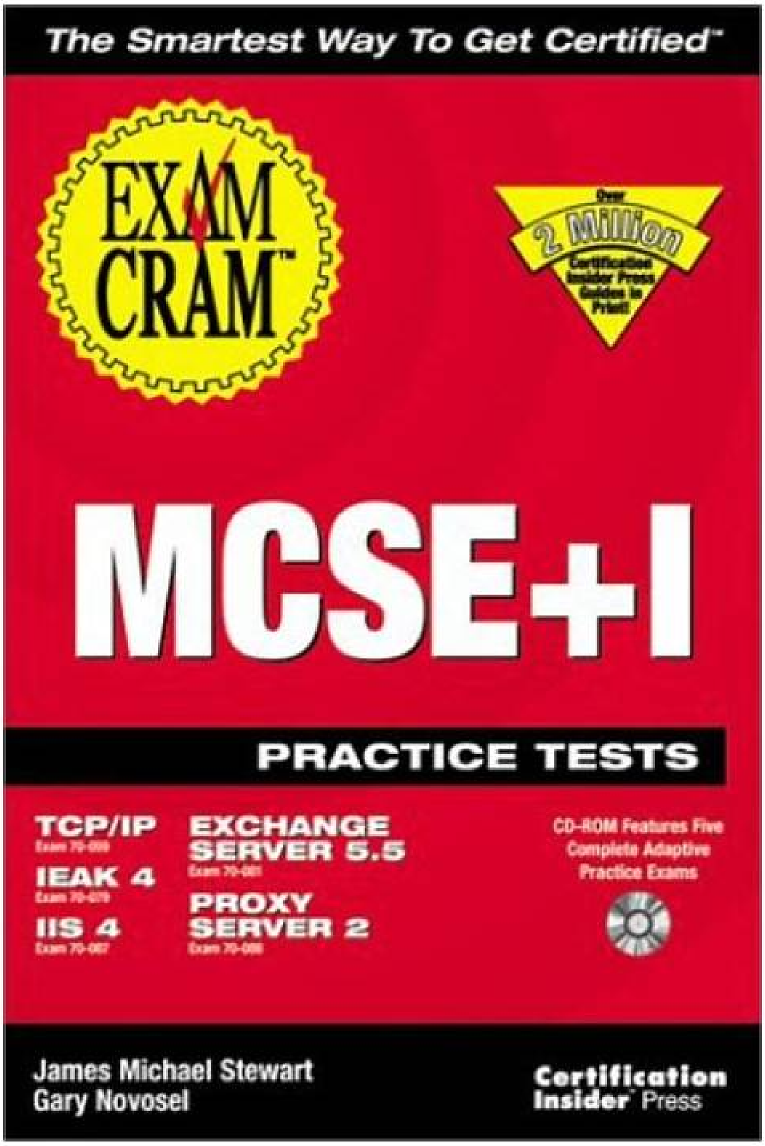

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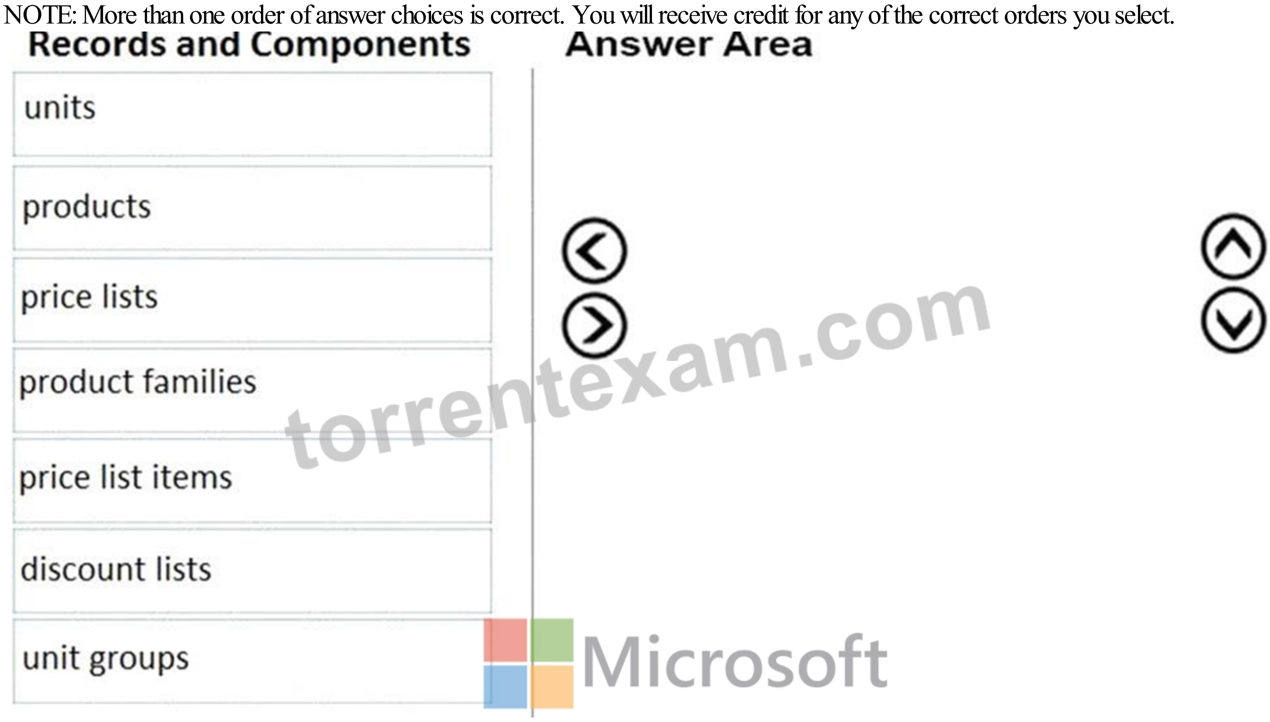
The TorrentExam offers valid, updated, and real Microsoft Dynamics 365 Sales Functional Consultant MB-210 exam practice questions that perfectly and quickly prepare the MB-210 exam candidates. You can easily pass the challenging Microsoft Dynamics 365 Sales Functional Consultant MB-210 Certification Exam. MB-210 exam practice test questions you will get everything that you need to learn, prepare and pass the valuable MB-210 certification with good scores.

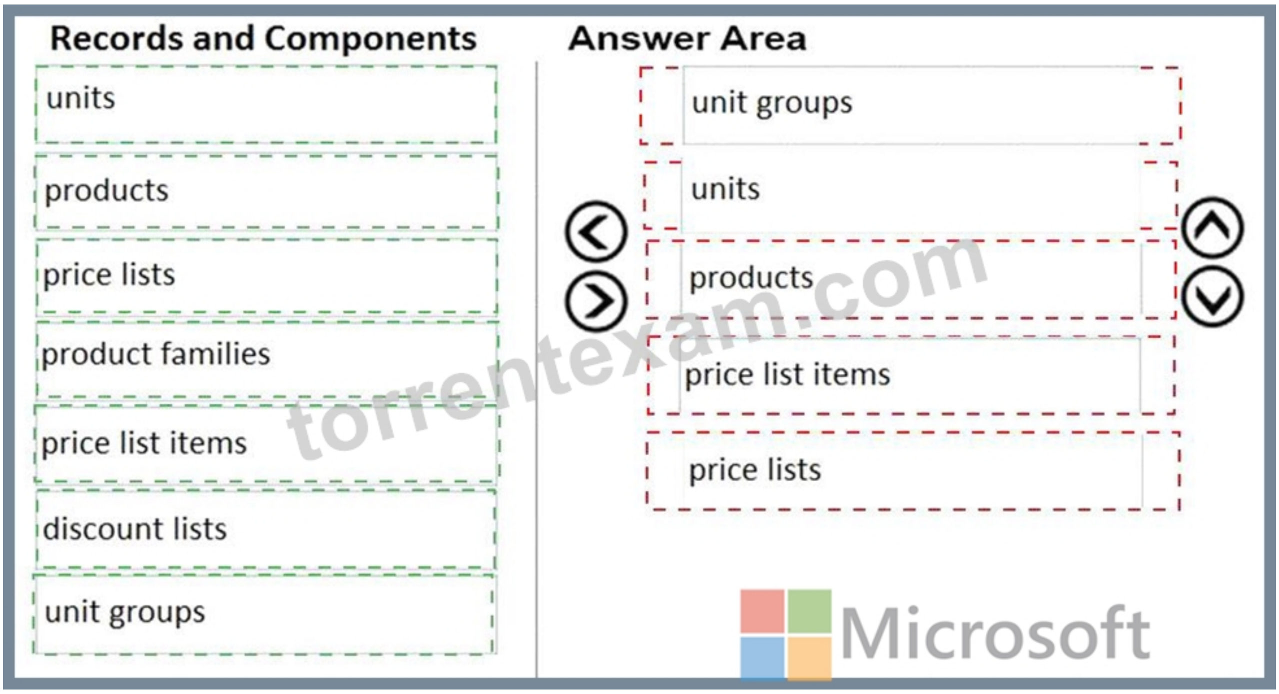
Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q109-Q114):

NEW QUESTION # 109
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.



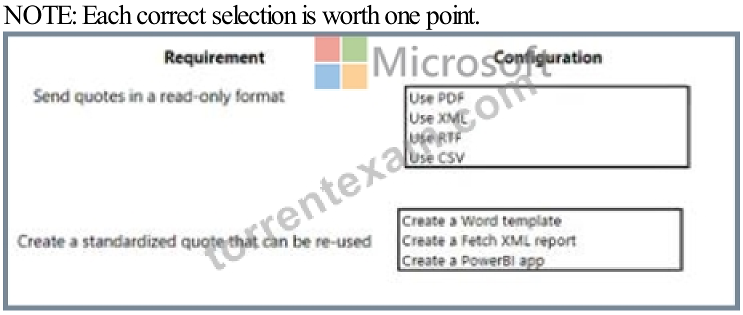
Answer:

Explanation:



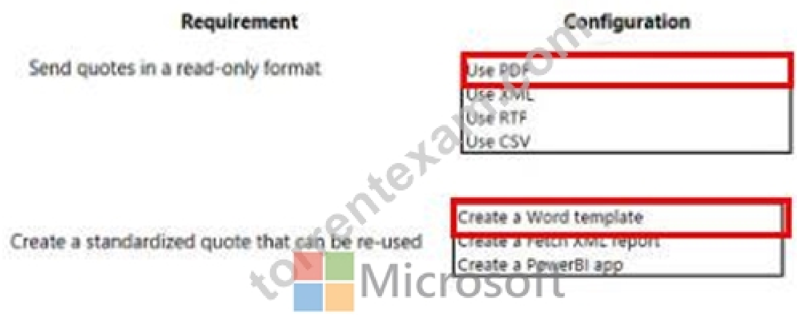
Explanation

NEW QUESTION # 110
You need to set up quotes to meet the requirements.
How should you configure the quotes? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.



Answer:

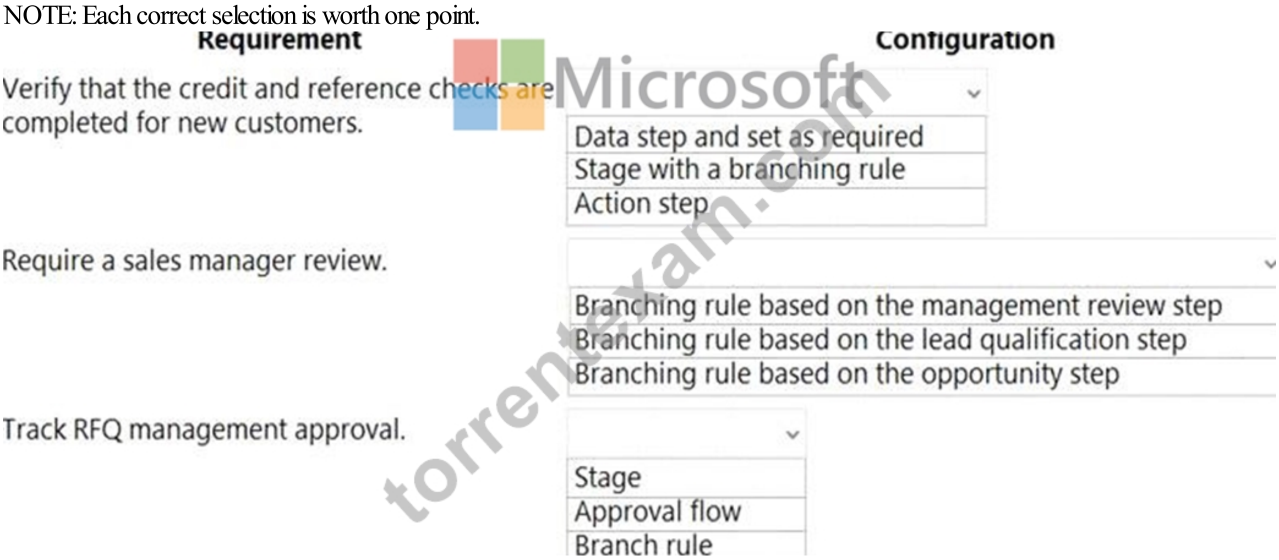
Explanation:



Reference:
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-quote-pdf
Topic 1, Humongous insurance
To start the case study
To display the first question in this case study, click the Next button. Use the buttons in the left pane to explore the content of the case study before you answer the questions. Clicking these buttons displays information such as business requirements, existing environment and problem statements. If the case study has an All Information tab, note that the information displayed is identical to the information displayed on the subsequent tabs. When you are ready to answer a Question click the Question button to return to the question.
Background
Humongous insurance provides fleet automotive insurance. The company s accounting year is July 1st-June 31st.
They have experienced rapid growth by acquiring brokerages that have locations in Canada, the United States, and the United Kingdom.
The company is making a big push for the Start of their second quarter on October 1st.
Current environment
* United States salespeople ate located in either the north, east south, west or national territory.
* Only national territory sales team members can send quotes and Invoices across multiple territories.
* Sales managers route leads based on territory.
* Salesperson! and Salesperson2 are part of the south region and the national account respectively.
* Salespeople cannot accurately report progression of sales and whether they are closed or still in process.
* Manager and underwriter approval is communicated by email.
* Many salespeople use different quote layouts.
Requirements
Territories
* Each territory must be set up as a Business Unit for security.
* Each territory must have the ability to qualify its own leads.
Security
* National sales team members must have privileges in order to see sales and account Information managed by the regional sales teams.
* Configure appropriate security for national and each regional sales.
Goals
* Salespeople's goals must roll up to their manager's goal.
* Goal mettles need lo automatically calculate every 12 hours.
Quotes
* Set up version traceability for quotes.
* Quotes must be marked with the word "Final' when approved.
* Quotes and orders must be generated in their clients" currency.
* Quotes and invoices must be able to be viewed across a variety of devices.
* Pricing must be standardized for insurance products while supporting tiered pricing across national and regional accounts.
Opportunities
* Closed opportunities that are won or lost must capture competitor information. The company wants a visualization built 'or the categories related to why the opportunities closed a certain way.
* When an opportunity is nearing time to quote, products should be added to the opportunity.
Other Requirements
* Simplify data entry and reduce dual data entry.
* Help salespeople and their managers keep track of where they are in the sales process.
* Use out-of-the-box reports where possible.
* Generate invoice numbers automatically.
* Begin invoice numbers with the letters INV.
* Allow managers to be able to view a diagram and dull down to leads converted in the last 30 days.
Issues

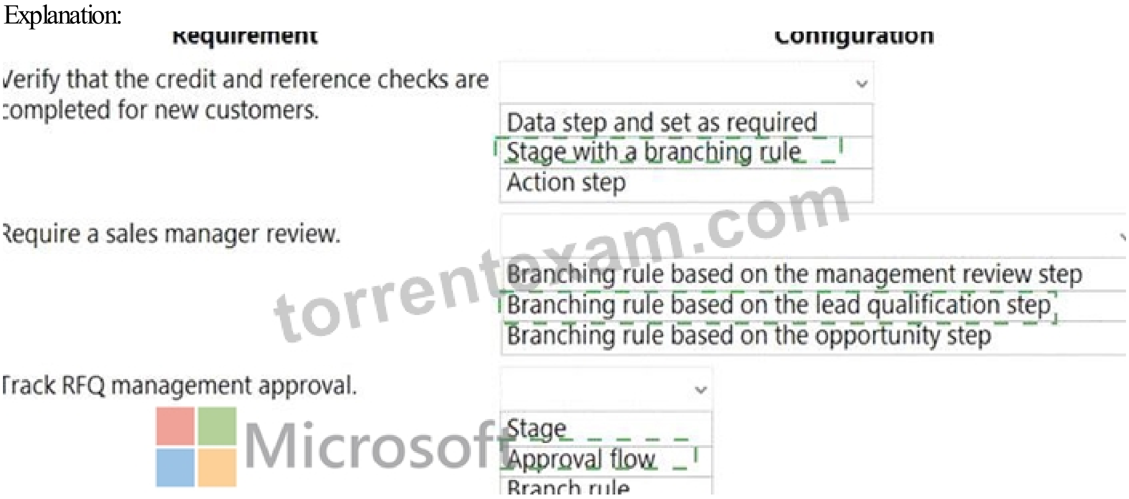
* Salespeople cannot identify the sales process stage process for each customer.
* Updated products are not easily updated within the product groups.
* There is no pricing tool.
* Salespeople must research each product every time they have to Quote a customer on a product
* UserA is unable to quality leads.
* The manager follows the process on an approved quote but an error occurs.
* ClientA purchases products from multiple regions for a single order.
* Not all products are available in regional pricelists or national pricelists.

NEW QUESTION # 111
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.



Answer:

Explanation:



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-flo

NEW QUESTION # 112
A company sells telephones. The company has a list of telephone colors that customers can choose.
For one month, the company wants to sell a red phone at a special price.
You need to set up the red phone for the sales team.
How should you configure the product and price list items? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.

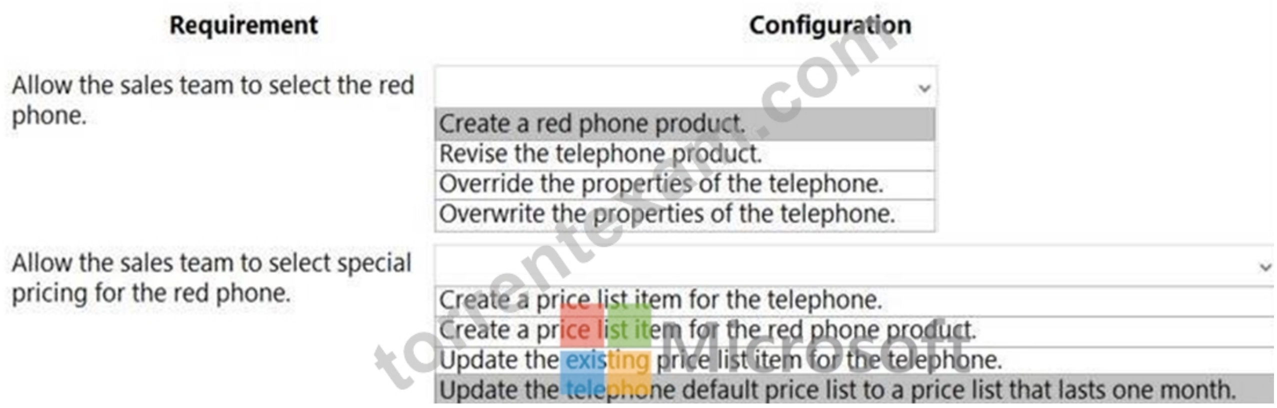
Requirement	Configuration
Allow the sales team to select the red phone.	Create a red phone product. Revise the telephone product. Override the properties of the telephone. Overwrite the properties of the telephone.
Allow the sales team to select special pricing for the red phone.	Create a price list item for the telephone. Create a price list item for the red phone product. Update the existing price list item for the telephone. Update the telephone default price list to a price list that lasts one month.

Answer:

Explanation:

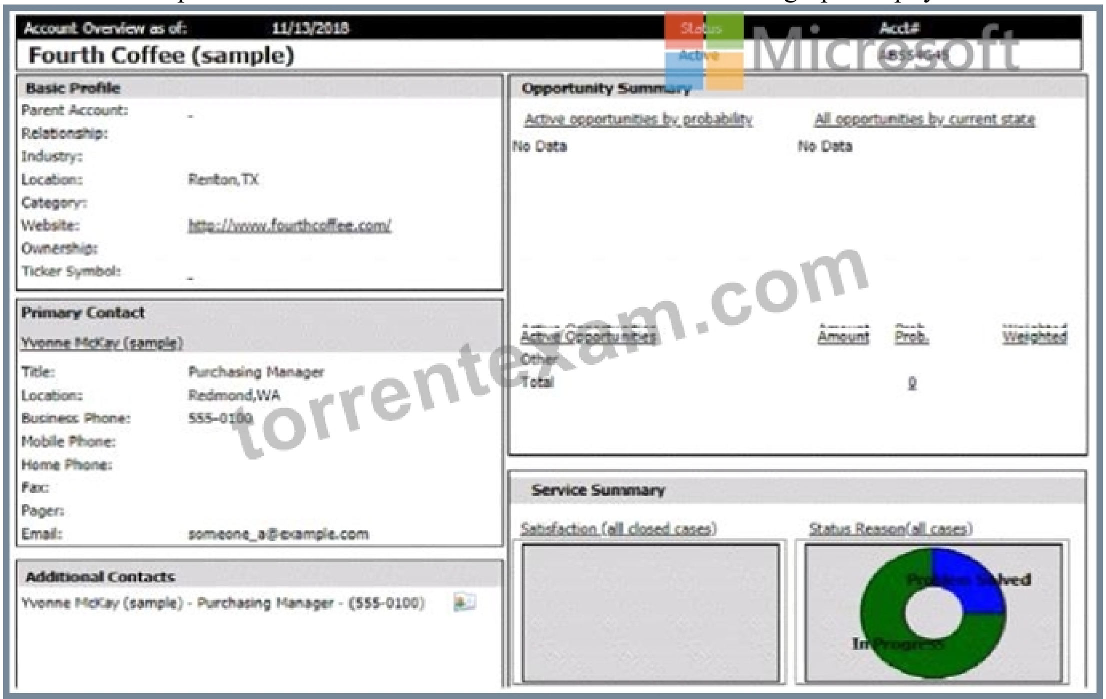
Requirement	Configuration
Allow the sales team to select the red phone.	Create a red phone product. Revise the telephone product. Override the properties of the telephone. Overwrite the properties of the telephone.
Allow the sales team to select special pricing for the red phone.	Create a price list item for the telephone. Create a price list item for the red phone product. Update the existing price list item for the telephone. Update the telephone default price list to a price list that lasts one month.

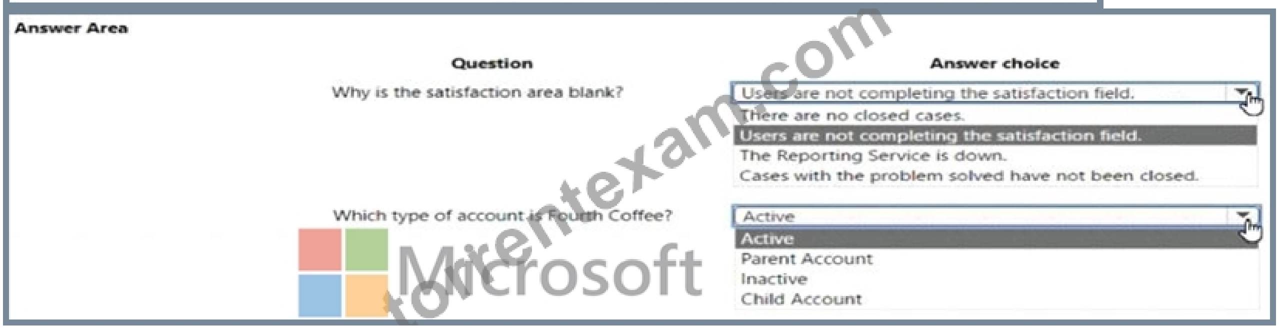
Explanation
Table Description automatically generated



Reference:
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-p

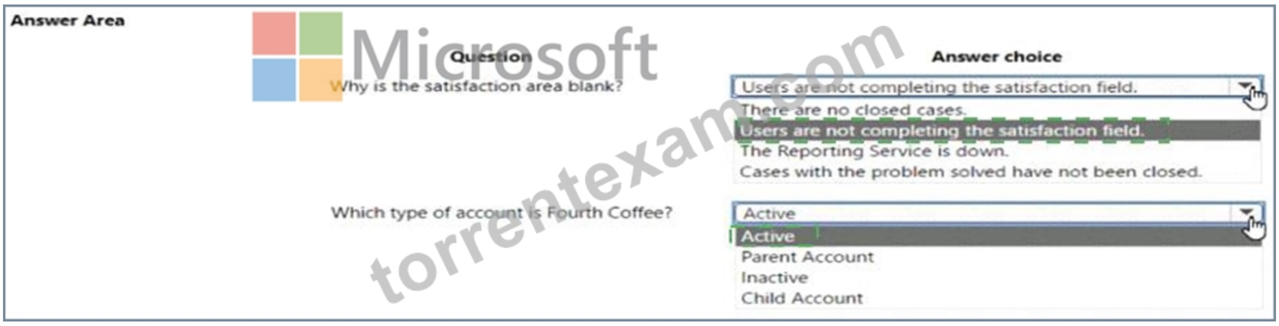
NEW QUESTION # 113
You run a sales report for Fourth Coffee named Account Overview. The following report displays:





Answer:

Explanation:



Explanation:

NEW QUESTION # 114

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