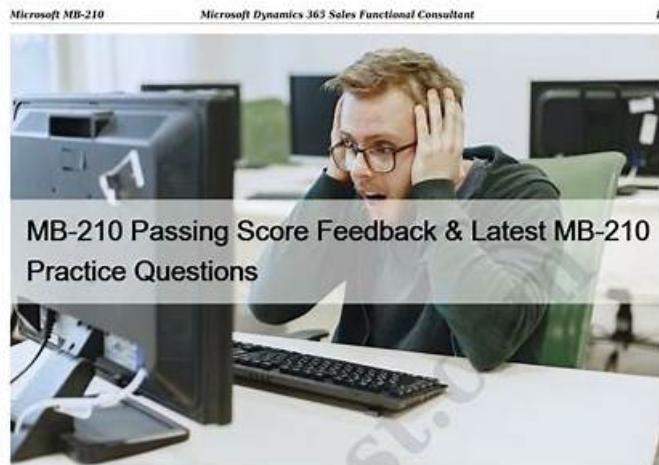


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The Microsoft MB-210 exam consists of 40-60 multiple-choice questions that must be completed within a time frame of 120 minutes. The passing score for the exam is 700 out of 1000 points. Individuals who pass the exam will be certified as Microsoft Dynamics 365 Sales Functional Consultants and will be able to demonstrate their ability to configure and customize Dynamics 365 Sales to meet the needs of their organization.

Facts about Microsoft MB-210 Exam

The Microsoft MB-210 contains 40-60 questions which are supposed to be completed in 3 hours. The test is available in English only and its fee will be \$165 for those candidates from the USA. Styling of questions observes multiple choices, case studies, repeated answers, active screen, labs, review screen, short answer, and others. All the Microsoft certification exams are offered through Pearson VUE. So, to register for your MB-210 test, log into your Pearson VUE account to choose the proctored exam. Follow the prompts to complete the registration process. Certification is awarded upon garnering 700 points and more.

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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q361-Q366):

NEW QUESTION # 361

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

Configure the columns to include in the search.

Option


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
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References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

NEW QUESTION # 362

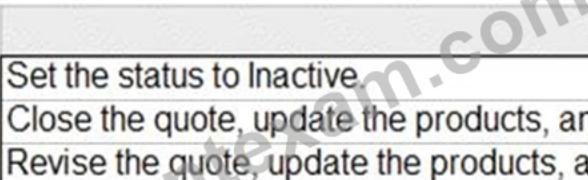
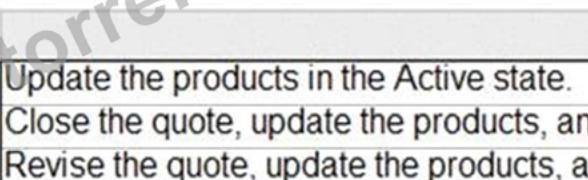
A salesperson has an active quote for a customer.

The customer wants to add one product to the quote and remove one product from the quote.

You need to make the changes.

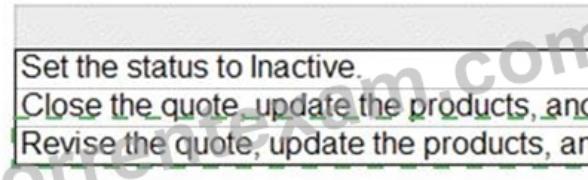
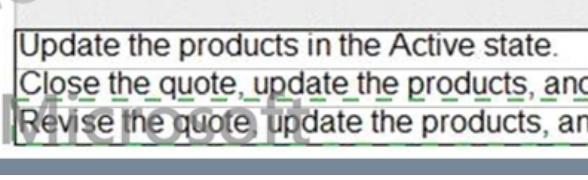
What should you do? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Change request	Status
Add a product.	 Set the status to Inactive. Close the quote, update the products, and reactivate the quote. Revise the quote, update the products, and reactivate the quote.
Delete a product.	 Update the products in the Active state. Close the quote, update the products, and reactivate the quote. Revise the quote, update the products, and reactivate the quote.

Answer:

Explanation:

Change request	Status
Add a product.	 Set the status to Inactive. Close the quote, update the products, and reactivate the quote. Revise the quote, update the products, and reactivate the quote.
Delete a product.	 Update the products in the Active state. Close the quote, update the products, and reactivate the quote. Revise the quote, update the products, and reactivate the quote.

Explanation

Table Description automatically generated

Change request	Status
Add a product.	<p>Set the status to Inactive.</p> <p>Close the quote, update the products, and reactivate the quote.</p> <p>Revise the quote, update the products, and reactivate the quote.</p>
Delete a product.	<p>Update the products in the Active state.</p> <p>Close the quote, update the products, and reactivate the quote.</p> <p>Revise the quote, update the products, and reactivate the quote.</p>

Reference:

<https://neilparkhurst.com/2019/06/27/mb-210-microsoft-dynamics-365-for-sales-quotes/>

NEW QUESTION # 363

You are a Dynamics 365 administrator for a dental office.

You need to create a process in Sales Hub to ensure that team members perform the following actions:



Call patients to remind them about upcoming appointments.



Update patient contact information.

What should you create?

- A. a business rule
- B. a calendar
- **C. a task flow**
- D. an on-demand workflow

Answer: C

NEW QUESTION # 364

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.

Actions	Answer Area
Add custom views using Versium Predict solution	
Authenticate Versium Predict	
Install Versium Predict from the Dynamics 365 Administration Center	
Install Versium Predict from Microsoft AppSource	
Add custom views using web resources	

Answer:

Explanation:

Actions

- Add custom views using Versium Predict solution
- Authenticate Versium Predict
- Install Versium Predict from the Dynamics 365 Administration Center
- Install Versium Predict from Microsoft AppSource
- Add custom views using web resources

Answer Area

Install Versium Predict from Microsoft AppSource

Authenticate Versium Predict

Add custom views using web resources



Explanation

Install Versium Predict from Microsoft AppSource

Authenticate Versium Predict

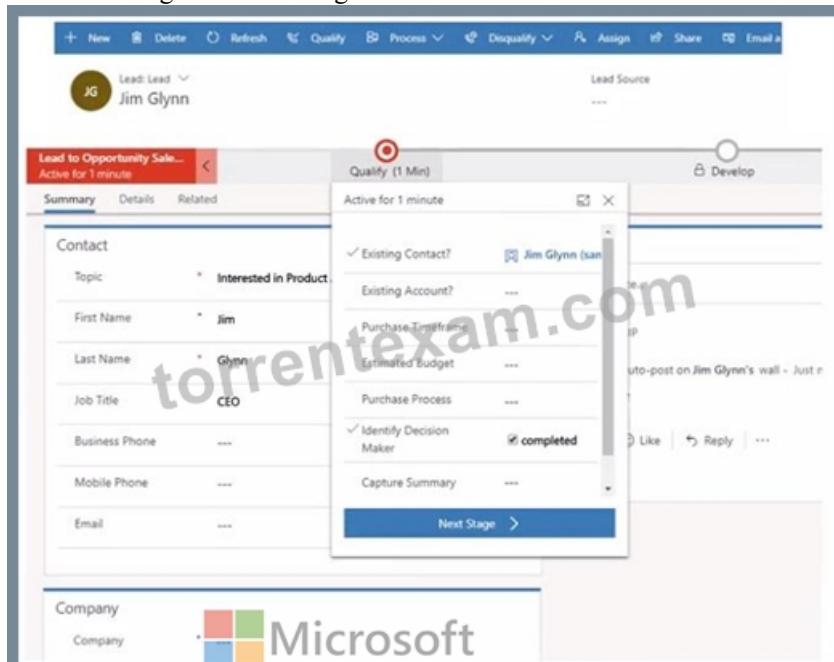
Add custom views using web resources



NEW QUESTION # 365

You are a sales representative and use Dynamics 365 Sales.

You are working with the following lead record:



A screenshot of the Dynamics 365 Sales interface showing a lead record for 'Jim Glynn'. The lead is marked as 'Active for 1 minute'. The 'Qualify (1 Min)' stage is open, showing the following data:

Field	Value
Existing Contact?	✓ Existing Contact? Jim Glynn (san)
Existing Account?	---
Purchase Timeframe	---
Estimated Budget	---
Purchase Process	---
Identify Decision Maker	✓ completed
Capture Summary	---

At the bottom of the 'Qualify' stage, there is a 'Next Stage >' button. The Microsoft logo is visible at the bottom right of the screen.

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

You need to move to the Develop stage. What should you do?

Answer Choice

Qualify the Lead

Select Next Stage

Select Develop

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

You need to move to the Develop stage. What should you do?

Answer Choice

Qualify the Lead

Select Next Stage

Select Develop

only an Opportunity

only an Account and a Contact

only an Account and an Opportunity

an Account, a Contact, and an Opportunity

Explanation:

Question

You need to move to the Develop stage. What should you do?

Answer Choice

Qualify the Lead

Select Next Stage

Select Develop

only an Opportunity

only an Account and a Contact

only an Account and an Opportunity

an Account, a Contact, and an Opportunity

NEW QUESTION # 366

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