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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q175-Q180):

NEW QUESTION # 175

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.	Microsoft 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.	Microsoft 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.	Microsoft 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 # 176

You need to identify new customer pending sales.
What should you do?

- A. Configure the solution to automatically convert leads to opportunities
- B. Set all new leads to a default status of
- **C. Create status reasons in the solution and associate them with Open status**
- D. Add statuses for all the pending sales stages

Answer: C

Explanation:

Explanation

To support reporting, pending new customer sales will go through a verification process using the stages New, Pending Approval, Approved.

NEW QUESTION # 177

You need to improve lead assignments.

Which actions should you take? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Requirement	Action
Streamline lead distribution.	Implement assignment rules. - Assign the leads. - Add business rules. Implement assignment rules. - Configure business process flows.
Set the lead distribution type.	Select load balancing. - Select round robin. Select load balancing.

Answer:

Explanation:

Answer Area

Requirement	Action
Streamline lead distribution.	Implement assignment rules. - Assign the leads. - Add business rules. Implement assignment rules. - Configure business process flows.
Set the lead distribution type.	Select load balancing. - Select round robin. Select load balancing.

Explanation

Answer Area

Requirement	Action
Streamline lead distribution.	Implement assignment rules.
Set the lead distribution type.	Select load balancing.

NEW QUESTION # 178

A company uses Dynamics 365 for Sales.

You need to reduce the number of pre-sales support days that are available based on the days the company is closed for public holidays.

How should you configure the schedule? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

Answer:

Explanation:

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

Explanation

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

NEW QUESTION # 179

You use opportunities with products and price lists in Dynamics 365 for Sales.

You need to add products that exist in PriceListA and PriceListB to an opportunity.

Which actions should you perform? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement	Action
Add the products to the opportunity.	▼ Add both price lists to the opportunity and add the products from both PriceListA and PriceListB Add the products from PriceListA, change to PriceListB, and add the remaining products Add the products to the opportunity and specify PriceListA or PriceListB on the product
Select Recalculate on an opportunity.	▼ Each product is recalculated using the current list price both PriceListA and PriceListB The estimated revenue is recalculated according to the prices currently displayed on the product line items grid The products on the active price list in the opportunity are recalculated according to current list price

Answer:

Explanation:

Requirement	Action
Add the products to the opportunity.	▼ Add both price lists to the opportunity and add the products from both PriceListA and PriceListB Add the products from PriceListA, change to PriceListB, and add the remaining products Add the products to the opportunity and specify PriceListA or PriceListB on the product
Select Recalculate on an opportunity.	▼ Each product is recalculated using the current list price both PriceListA and PriceListB The estimated revenue is recalculated according to the prices currently displayed on the product line items grid The products on the active price list in the opportunity are recalculated according to current list price
Explanation Add the products to the opportunity.	▼ Add both price lists to the opportunity and add the products from both PriceListA and PriceListB Add the products from PriceListA, change to PriceListB, and add the remaining products Add the products to the opportunity and specify PriceListA or PriceListB on the product
Select Recalculate on an opportunity.	▼ Each product is recalculated using the current list price both PriceListA and PriceListB The estimated revenue is recalculated according to the prices currently displayed on the product line items grid The products on the active price list in the opportunity are recalculated according to current list price

NEW QUESTION # 180

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