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These are Microsoft MB-210 desktop software and web-based. As the name suggests, desktop Microsoft MB-210 practice exam software works offline on Windows computers and you need an active internet connection to operate the Microsoft MB-210 web-based practice test. Both MB-210 practice exams mimic the Microsoft MB-210 actual test, identify your mistakes, offer customizable MB-210 mock tests, and help you overcome mistakes.

Who should take the MB-210: Microsoft Dynamics 365 Sales Exam

The **Microsoft MB-210 Exam** certification is an internationally-recognized certification which help to have validation for those professionals who are keen to make their career in Microsoft windows Server domain.

Candidates should have some hands-on experience with technical tasks such as perform configuration, manage core sales entities, and manage sales entities. These candidates can go for this exam.

- Fresher
- Dynamics 365 Sales Consultant

Microsoft MB-210 exam is an essential certification for those who want to become a Microsoft Dynamics 365 Sales Functional Consultant. Microsoft Dynamics 365 Sales Functional Consultant certification demonstrates that the candidate has the knowledge and skills to configure and implement Dynamics 365 Sales to improve sales processes. Microsoft Dynamics 365 Sales Functional Consultant certification is also beneficial for those who work in sales and want to learn how to leverage technology to improve their sales processes.

Candidates who pass the Microsoft MB-210 Exam will receive the Microsoft Certified: Dynamics 365 Sales Functional Consultant Associate certification. Microsoft Dynamics 365 Sales Functional Consultant certification demonstrates that the individual has the skills and knowledge necessary to successfully implement Microsoft Dynamics 365 Sales for their organization and can effectively manage sales processes and customer relationships.

Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q297-Q302):

NEW QUESTION # 297

An organization uses Dynamics 365 Sales to manage customer relationships.

When a potential customer submits an email inquiry, the system must create a lead record and send a response.

You need to ensure that a lead record is created for the potential customer and a reply email is sent.

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

NOTE Each correct selection is worth one point.

Requirement	Action
Ensure an auto response is sent.	Configure a record creation and update rule. Configure a business process flow.
Create a lead.	Specify auto-response settings. Specify conditions for record creation.

Answer:

Explanation:

Requirement	Action
Ensure an auto response is sent.	Configure a record creation and update rule. Configure a business process flow.
Create a lead.	Specify auto-response settings. Specify conditions for record creation.

Explanation

Requirement	Action
Ensure an auto response is sent.	Configure a record creation and update rule Configure a business process flow
Create a lead	Specify auto-response settings Specify conditions for record creation

NEW QUESTION # 298

You use price lists in Dynamics 365 for Sales. Some price lists have expired.

Users need to be able to continue to manage their opportunities.

Which option is possible?

- A. Opportunities that use the expired price list will display a warning that prices must be replaced.
- B. Users can add the expired price list to opportunities created prior to the expire date.
- C. Users can add the expired price list to an opportunity but will see a warning.
- D. Opportunities that use the expired price list can continue through their lifecycle.

Answer: A

Explanation:

Section: Manage Core Sales Identities

Explanation

NEW QUESTION # 299

You need to manage existing RFQs.

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

NOTE: Each correct selection is worth one point.

Requirement	Action
Provide CompanyB with pricing.	Create a quote for each country. Create a quote for each opportunity. Create a quote for each product bundle.
Update the quotes with discontinued products.	Revise the quote and activate it. Revise the product catalog and activate the quote. Convert the quote to an order.
Update the quote for CompanyC.	Create a new quote. Revise the quote and change the currency to CAD. Convert the quote to an order.

Answer:

Explanation:

Requirement	Action
Provide CompanyB with pricing.	Create a quote for each country. Create a quote for each opportunity. Create a quote for each product bundle.
Update the quotes with discontinued products.	Revise the quote and activate it. Revise the product catalog and activate the quote. Convert the quote to an order.
Update the quote for CompanyC.	Create a new quote. Revise the quote and change the currency to CAD. Convert the quote to an order.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/ts-currency-pricelist>

NEW QUESTION # 300

You are Implementing Dynamics 365 Sales for a company that has salespeople in the following cities in the state of Florida: Jacksonville, Miami, and Tampa. The manager in Florida oversees the salespeople for all three cities.

You must set up territories by states. Each state must be a parent territory and have a different manager.

Sales information must be shown by city and then by state.

You need to set up territories for Florida.

Which settings should you use? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Requirement	Setting
Determine the number of territories.	☐ Four territories and zero sub-territories ☐ Two territories and two sub-territories ☐ One territory and three sub-territories ☐ One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	☐ One territory and one sub-territory: Florida and Jacksonville ☐ One sub-territory: Jacksonville ☐ Two territories: Florida and Jacksonville ☐ One territory: Florida
Determine how many territories the Florida sales manager should manage.	☐ One territory and zero sub-territories: Florida ☐ One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa ☐ Four territories: Florida, Jacksonville, Miami, and Tampa ☐ Zero territories and three sub-territories: Jackson, Miami, and Tampa

Answer:

Explanation:

Requirement	Setting
Determine the number of territories.	☐ Four territories and zero sub-territories ☐ Two territories and two sub-territories ☐ One territory and three sub-territories ☐ One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	☐ One territory and one sub-territory: Florida and Jacksonville ☐ One sub-territory: Jacksonville ☐ Two territories: Florida and Jacksonville ☐ One territory: Florida
Determine how many territories the Florida sales manager should manage.	☐ One territory and zero sub-territories: Florida ☐ One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa ☐ Four territories: Florida, Jacksonville, Miami, and Tampa ☐ Zero territories and three sub-territories: Jackson, Miami, and Tampa

Explanation

Answer Area

Requirement	Setting
Determine the number of territories.	One territory and three sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One sub-territory: Jacksonville
Determine how many territories the Florida sales manager should manage.	One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa

NEW QUESTION # 301

You need to create a discount list for ticket sales.

Which pricing methods should you use? To answer, select the appropriate method in the dialog box in the answer area.

NOTE: Each correct selection is worth one point.

Ticket price	Method
Alumni	☐ Percent Markup – Current Cost ☐ Percent Margin – Current Cost ☐ Percent Margin – Standard Cost
Non-alumni	☐ Percent Markup – Current Cost ☐ Percent Margin – Current Cost ☐ Percent Margin – Standard Cost

Answer:

Explanation:

Ticket price	Method
Alumni	☐ Percent Markup – Current Cost ☐ Percent Margin – Current Cost ☐ Percent Margin – Standard Cost
Non-alumni	☐ Percent Markup – Current Cost ☐ Percent Margin – Current Cost ☐ Percent Margin – Standard Cost

NEW QUESTION # 302

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