

# Quiz 2025 Microsoft Valid MB-210: New Microsoft Dynamics 365 Sales Functional Consultant Mock Exam



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## Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q268-Q273):

### NEW QUESTION # 268

A company plans to close early on the last day of the month for an employee celebration.

You need to configure Dynamics 365 to prevent scheduling of sales support resources for that day.

Which feature should you use?

- A. Time off request
- B. Business closure
- C. Events
- D. Fiscal calendar

**Answer: B**

Explanation:

Reference:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customer-service/set-when-businessclosed-csh>

### NEW QUESTION # 269

You use opportunities in Dynamics 365 Sales.

Opportunities that were closed as lost frequently come back and are eventually won.

You need to be able to track these occurrences and have insight into the process.

What happens during the reopen and close process? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Scenario	Result
A lost opportunity is reopened.	<div><div></div><div>The Opportunity Close record is deleted</div><div>The Opportunity Close record changes status to inactive</div><div>The Opportunity Close record changes status to in Progress</div></div>
The same opportunity is closed as won.	<div><div></div><div>The current Opportunity Close record updates with the new close details and status of completed.</div><div>A new Opportunity Close record is created with the new close details and status of completed.</div></div>

**Answer:**

Explanation:

Scenario	Result
A lost opportunity is reopened.	<div><div></div><div>The Opportunity Close record is deleted</div><div>The Opportunity Close record changes status to inactive</div><div>The Opportunity Close record changes status to in Progress</div></div>
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Explanation

Scenario	Result
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The same opportunity is closed as won.	<div><div></div><div>The current Opportunity Close record updates with the new close details and status of completed.</div><div>A new Opportunity Close record is created with the new close details and status of completed.</div></div>

### NEW QUESTION # 270

You use Dynamics 365 for Sales.

You are in stage two of business process flow that has five stages.

You need to use multiple business process flows.

Which actions should you perform? To answer, drag the appropriate actions to the correct scenarios. Each action may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

## Actions

Abandon and then Switch

Finish and then Switch

Switch

## Answer Area

### Scenario

End the current process and start the correct business process flow.

Temporarily leave the current process for a different business process flow.

### Action

Action

Action

Answer:

Explanation:

## Actions

Abandon and then Switch

Finish and then Switch

Switch

## Answer Area

### Scenario

End the current process and start the correct business process flow.

Temporarily leave the current process for a different business process flow.

### Action

Finish and then Switch

Switch

Explanation:

### Scenario

End the current process and start the correct business process flow.

Temporarily leave the current process for a different business process flow.

### Action

Finish and then Switch

Switch

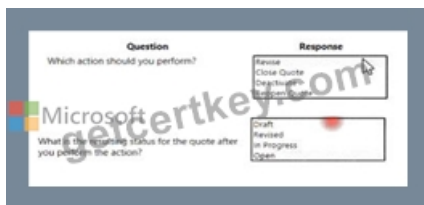
## NEW QUESTION # 271

You send a quote to a client. The client calls and negotiates a better price.

You need to send an updated quote to the client.

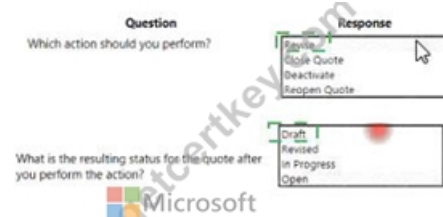
What is required to modify the quote? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point

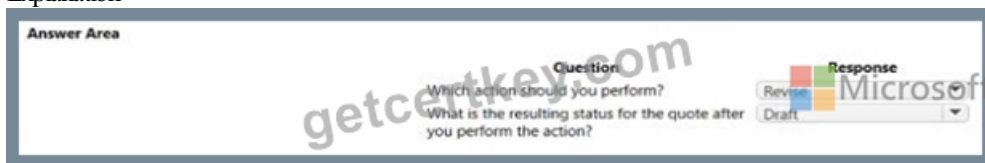


**Answer:**

**Explanation:**



**Explanation**



### NEW QUESTION # 272

A company is using Dynamics 365 Sales Premium with LinkedIn Sales Navigator.

You must configure the following process steps:

- \* Set up a meeting and notify the manager if a quote is sent for over a million dollars.
- \* Enable the salesperson to view LinkedIn customer profiles and manually add info to records without leaving the view.
- \* Ensure that the sequence is added to existing quotes.

You need to enforce this process.

Which feature should you use? To answer, drag the appropriate features to the correct requirements- Each feature may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.



**Answer:**

**Explanation:**



**Explanation:**



### NEW QUESTION # 273

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