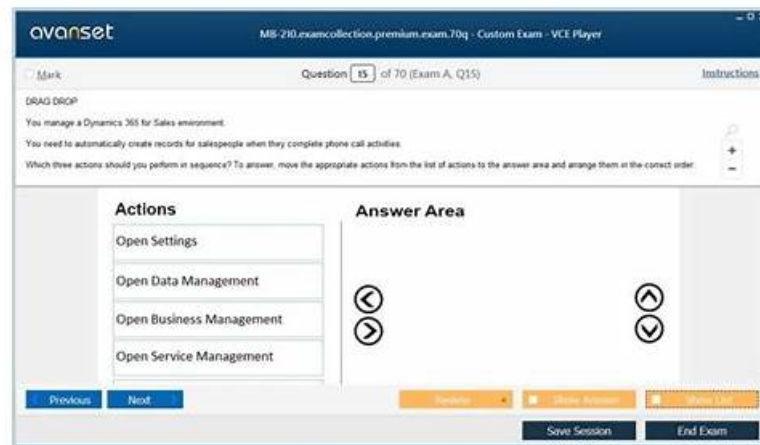# Reliable MB-210 Test Vce - 2025 Microsoft MB-210 First-grade Vce Free

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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q156-Q161):

NEW QUESTION # 156
You need to set up goals for the salespeople.
How should you set up the configurations? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.

Configuration

Goal calculation

Scope

System
Manual Recalculate as needed
Business entity

Goal type

Child
Parent
Stretch

Answer:

Explanation:

Configuration	Scope
Goal calculation	**System**
	Manual Recalculate as needed
	Business entity
Goal type	**Child**
	Parent
	Stretch

Reference:
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/goals-overview

NEW QUESTION # 157
You are a Dynamics 365 for Sales administrator.
You create the following flow.

Opportunity: Opportunity ⌄
Ultrabooks

Est. Close Date
2017-04-23

Opportunity Sales Process
Active for 28 days ‹   Qualify   Develop   Propose (28 D)   Close

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.

You need to see time spent in the Qualify stage. What should you do?	▼
	Create a SSRS report.
	Create a FetchXML report.
	Add a custom field to store the time.
	Add a data step to store the time.

You need to return to the Develop stage and make a change. What happens to the process flow?	▼
	The Propose stage becomes inactive and the Develop stage becomes active.
	The Propose stage remains active and the Develop stage becomes active.
	The Propose stage remains active and the Develop stage becomes revised.

Answer:

Explanation:

You need to see time spent in the Qualify stage. What should you do?	▼
	Create a SSRS report
	Create a FetchXML report.
	Add a custom field to store the time.
	Add a data step to store the time.

You need to return to the Develop stage and make a change. What happens to the process flow?	▼
	The Propose stage becomes inactive and the Develop stage becomes active.
	The Propose stage remains active and the Develop stage becomes active.
	The Propose stage remains active and the Develop stage becomes revised.

NEW QUESTION # 158

You are configuring Dynamics 365 Sales for a U.S.-based company. The company has two territories that are divided as follows:
* West territory: California to Texas
* East territory; Missouri to Maine
The sales territories should be configured as follows:

Territory	Manager	Salespeople
East	ManagerB	SalespersonC SalespersonD
West	ManagerA	SalespersonA SalespersonB

You need to set up the sales territories.

Which five 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
- Add connections.
- Select **Sales Insights** settings.
- Navigate to the App Settings area.
- Select **Sales Territories** and create a new territory.
- Add the manager.
- Select **Related**.
- Add members to the territory.

Answer area

Answer:

Explanation:

Answer Area

- Navigate to the App Settins area.
- Salect Sales Territories and create a new territory.
- Add th manager.
- Select Related.
- Add members to the territory.

1 - Navigate to the App Settins area.
2 - Salect Sales Territories and create a new territory.
3 - Add th manager.
4 - Select Related.
5 - Add members to the territory.

NEW QUESTION # 159

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You are a Dynamics 365 for Sales system customizer.

You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form.

Solution: Use Unified Interface apps.

Does the solution meet the goal?

- A. No
- B. Yes

Answer: A

Explanation:

https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales- navigator-controls-forms

NEW QUESTION # 160

A salesperson must complete an opportunity by verifying the existing products and adding a new product from the product list. The product list has standard pricing. The salesperson observes the following issues with the products:

* The price per unit for each item in the product list is $0.00.

* Some of the existing product lines use a default price and have an incorrect price per unit.

You need to complete the opportunity.

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

NOTE: Each correct selection is worth one point.

Requirement	Action
Add a price per unit to products.	⌄
	Activate the product.
	Add a price list to the product.
	Add a price list to the opportunity.
	Make the product a write-in product.
Correct prices for product lines.	⌄
	Revise the product.
	Activate the product.
	Add a price list to the product.
	Add a price list to the opportunity.

Answer:

Explanation:

Requirement	Action
Add a price per unit to products.	⌄
	Activate the product.
	Add a price list to the product.
	Add a price list to the opportunity.
	Make the product a write-in product.
Correct prices for product lines.	⌄
	Revise the product.
	Activate the product.
	Add a price list to the product.
	Add a price list to the opportunity.

Explanation

Table Description automatically generated

Requirement	Action
Add a price per unit to products.	Activate the product. Add a price list to the product. **Add a price list to the opportunity.** Make the product a write-in product.
Correct prices for product lines.	Revise the product. Activate the product. **Add a price list to the product.** Add a price list to the opportunity.

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

NEW QUESTION # 161

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