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Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q336-Q341):

NEW QUESTION # 336

You manage a Dynamics 365 environment for Sales. You create the following rule items to respond to inbound emails from potential customers:

Emails that contain the words support or help must create a new high-priority case.

Emails that contain the words buy or purchase must create a warm-lead record. The words buy and purchase are more important than support or help.

Emails that specifically mention ProductA must always create a hot lead for that product regardless of other words mentioned.

If none of the targeted words are present in an email, a cold lead must be created.

You need to configure the order in which rule items are processed.

In which order should you run the rule items? To answer, move all actions from the list of actions to the answer area and arrange them in the correct order.

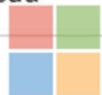
Actions

Create a hot lead

Create a case with high priority

Create a warm lead

Create a cold lead



Answer Area



Answer:

Explanation:

Answer Area
Create a hot lead
Create a warm lead
Create a case with high priority
Create a cold lead

- 1 - Create a hot lead
- 2 - Create a warm lead
- 3 - Create a case with high priority
- 4 - Create a cold lead

NEW QUESTION # 337

You are a Dynamics 365 for Sales environment.

You need to implement the Social Selling Assistant.

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

NOTE: Each correct selection is worth one point.

Requirement	Technology or feature
Install and configure additional required software.	Social engagement Dynamics 365 AI for Sales
Ensure that Social Assistant can be used on a dashboard	Relationship Assistant Search topics

Answer:

Explanation:

Requirement	Technology or feature
Install and configure additional required software.	▼ Social engagement Dynamics 365 AI for Sales
Ensure that Social Assistant can be used on a dashboard	▼ Relationship Assistant Search topics

Explanation

Requirement	Technology or feature
Install and configure additional required software.	▼ Social engagement Dynamics 365 AI for Sales
Ensure that Social Assistant can be used on a dashboard	▼ Relationship Assistant Search topics

NEW QUESTION # 338

A customer uses Dynamics 365 Sales and Sales insights sales accelerator. The company wants to use an automatic activity generator. You need to set up the generator.

Which tool should you use? To answer, drag the appropriate tools to the correct scenarios. Each tool 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.

Tools	Answer Area	Scenario	Tool
Timelines Sequences Playbooks		Create automated activities for quotes.	
		Allow emails to be automatically generated.	
		Allow wait times before generating the activity.	

Answer:

Explanation:

Tools	Answer Area	Scenario	Tool
Timelines Sequences Playbooks		Create automated activities for quotes.	Playbooks
		Allow emails to be automatically generated.	Timelines
		Allow wait times before generating the activity.	Sequences

NEW QUESTION # 339

You are a Dynamics 365 Sales administrator for a venue. Customers book series of events in the venue. The series of events are children of a main event.

The sales manager wants to forecast the revenue for each customer's main event by rolling up the forecasts of the children of each main event.

You need to configure the forecast.

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

NOTE: Each correct selection is worth one point.

Step	Configuration
Configure a relationship definition.	▼ account opportunity contact product
Select the top of the hierarchy.	 customer name main event record parent opportunity field opportunity entity

Answer:

Explanation:

Step	Configuration
Configure a relationship definition.	▼ account opportunity contact product
Select the top of the hierarchy.	▼ customer name main event record parent opportunity field opportunity entity

Reference:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/configure-forecast-using-custom-rollup-entity>

NEW QUESTION # 340

You are a sales manager at an international company using Dynamics 365 Sales.

You need to set up the product catalog.

Which four 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 the product grid on order forms.	
Translate product names.	
Create product families.	
Add price list items.	
Revise a product.	
Create price lists.	
Create a unit group.	

Answer:

Explanation:

Actions	Answer area
Add the product grid on order forms.	Create a unit group.
Translate product names.	Create product families.
Create product families.	Create price lists.
Add price list items.	Add price list items.
Revise a product.	
Create price lists.	
Create a unit group.	

Explanation

Actions	Answer area
Add the product grid on order forms.	1 Create a unit group.
Translate product names.	2 Create product families.
Revise a product.	3 Create price lists.
	4 Add price list items.

NEW QUESTION # 341

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