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Microsoft Dynamics 365 Sales Functional Consultant

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1. You manage a Dynamics 365 Sales environment. Many activities are associated with opportunities.

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The Microsoft MB-210 exam is intended for individuals who have experience working in sales and marketing, customer service, or related fields. It is also suitable for those who have a background in technology and want to specialize in Dynamics 365 Sales. Passing MB-210 Exam demonstrates the candidate's ability to deliver high-quality solutions that meet customer requirements and achieve business objectives.

Microsoft Dynamics 365 Sales Functional Consultant Sample Questions (Q76-Q81):

NEW QUESTION # 76

You are a Dynamics 365 Sales consultant.

A customer asks you to create a main form for contacts. The form must include the following information:

account name and phone number

related opportunities


notes and activities

You need to configure the form.

Which options should you use? To answer, drag the appropriate options to the correct information. Each option 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.

Options	Information type	Option
Sub-grid	Account name and phone number	
Timeline	Related opportunities	
Assistant	Notes and activities	
Quick View form		



Answer:

Explanation:

Options	Information type	Option
Sub-grid	Account name and phone number	Sub-grid
Timeline	Related opportunities	Quick View form
Assistant	Notes and activities	Assistant
Quick View form		



Reference:

<https://docs.microsoft.com/en-us/powerapps/maker/model-driven-apps/quick-view-control-properties-legacy>

<https://docs.microsoft.com/en-us/powerapps/maker/model-driven-apps/set-up-timeline-control>

NEW QUESTION # 77

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. Yes
- B. No

Answer: B

Explanation:

Explanation/Reference:

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


NEW QUESTION # 78

You are a Dynamics 365 for Sales administrator. You have an interactive experience leads dashboard.

You need to create a filtered view of the dashboard.

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

NOTE: Each correct selection is worth one point.

Action	Option
View the required charts.	<div><div></div><div>Select Open Views</div><div>Select Show Visual Filter</div><div>Select Show Global Filter</div></div>
 Save the dashboard filters.	<div><div></div><div>Use Visual Filter</div><div>Use Global Filter</div></div>

Answer:

Explanation:

Action	Option
View the required charts.	<div><div></div><div>Select Open Views</div><div>Select Show Visual Filter</div><div>Select Show Global Filter</div></div>
Save the dashboard filters.	<div><div></div><div>Use Visual Filter</div><div>Use Global Filter</div></div>

NEW QUESTION # 79

You are working a list of leads in Dynamics 365 Sales.

You have a custom security role that contains the following privileges:

- * create and edit user-level privileges on the lead and note entities
- * business unit-level append, append to, and assign privileges on the lead and note entities

* organization-level share privileges on the lead and note entities

You need to perform the following actions on leads:

* Add notes to leads

* Assign leads to other users

How should you manage leads? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Scenario	Privilege
Add notes to leads	<div>Leads owned by people in your business unit only</div> <div>Leads owned by you only</div> <div>Leads owned by anyone in your organization</div>
Assign leads to other users	<div>Leads owned by your business unit and its child business units only</div> <div>Leads owned by people in your business unit only</div> <div>Leads owned by anyone in your organization</div>

Answer:

Explanation:

Scenario	Privilege
Add notes to leads	<div>Leads owned by people in your business unit only</div> <div>Leads owned by you only</div> <div>Leads owned by anyone in your organization</div>
Assign leads to other users	<div>Leads owned by your business unit and its child business units only</div> <div>Leads owned by people in your business unit only</div> <div>Leads owned by anyone in your organization</div>

Explanation

Table Description automatically generated

Scenario	Privilege
Add notes to leads	<div>Leads owned by people in your business unit only</div> <div>Leads owned by you only</div> <div>Leads owned by anyone in your organization</div>
Assign leads to other users	<div>Leads owned by your business unit and its child business units only</div> <div>Leads owned by people in your business unit only</div> <div>Leads owned by anyone in your organization</div>

Reference:

<https://docs.microsoft.com/en-us/power-platform/admin/security-roles-privileges>

<https://dynamics-chronicles.com/article/deep-dive-security-roles-dynamics-365>

NEW QUESTION # 80

You are a Dynamics 365 administrator for a company. The company's fiscal year is April 1 through March 31.

You need to create a system view for all users that displays data for the current fiscal year by default.

What should you do?

- A. Use date ranges to create a view in the default solution
- B. Use date ranges to create a view from the advanced find
- C. Set up fiscal year settings and create a view in the default solution
- D. Set up fiscal year settings and create a view from the advanced find

Answer: C

NEW QUESTION # 81

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