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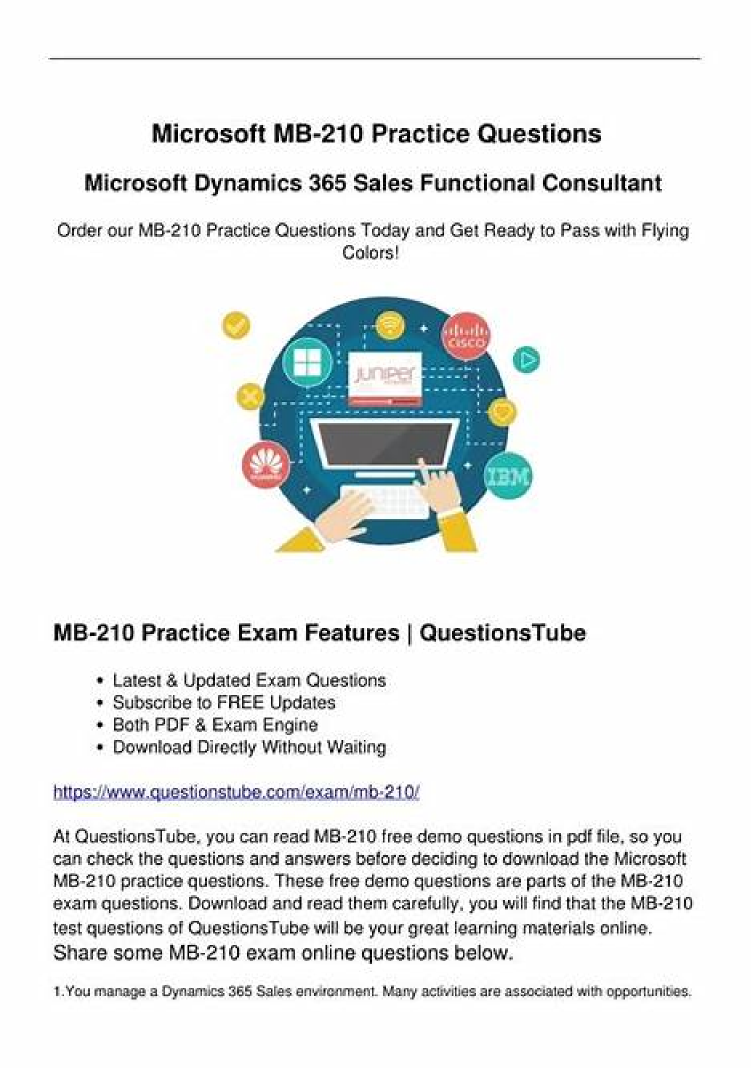

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Do you want to earn the Microsoft Dynamics 365 Sales Functional Consultant (MB-210) certification to land a well-paying job or a promotion? Prepare with MB-210 real exam questions to crack the test on the first try. We offer our MB-210 Dumps in the form of a real MB-210 Questions PDF file, a web-based Microsoft MB-210 Practice Questions, and Microsoft MB-210 desktop practice test software. Now you can clear the MB-210 test in a short time without wasting time and money with actual MB-210 questions of ExamCost. Our valid MB-210 dumps make the preparation easier for you.

MB-210 Target Audience

This exam is relevant for the following target audiences:

- Consultants who have the responsibility to implement solutions that support the sales lifecycle. All in all, you should be able to run this cycle with efficiency in order to meet the objectives of your company, revenue targets, and business plans.
- Individuals with sales expertise;

In addition, the applicants need to have secure business comprehension that is acquired through the first-hand experience in sales.

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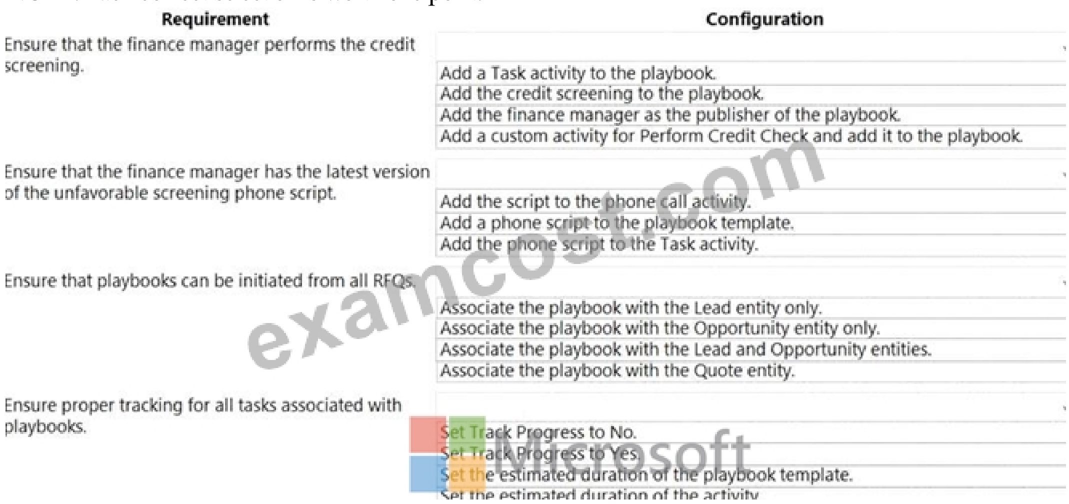
Whatever your professional, working towards a Microsoft Dynamics 365 Sales Functional Consultant MB-210 certification or designation takes a significant amount of effort and time. Once you have put all your effort, and investment and prepared well then you will be in a position to pass the Microsoft Dynamics 365 Sales Functional Consultant MB-210 Certification Exam. But once you get success in the Microsoft Dynamics 365 Sales Functional Consultant MB-210 test you'll be eligible to avail all the personal and professional benefits associated with Microsoft Dynamics 365 Sales Functional Consultant MB-210 certification.

Microsoft MB-210 certification exam is designed to test the skills and knowledge of professionals who work as functional consultants for Microsoft Dynamics 365 Sales. MB-210 exam covers a wide range of topics related to sales processes, including lead and opportunity management, product and price list management, order processing, and sales analysis and reporting. Successful candidates will be able to demonstrate their ability to configure and customize Dynamics 365 Sales in order to meet the unique needs of their clients.

To take the Microsoft MB-210 Exam, candidates must have a good understanding of sales processes and possess some experience with Microsoft Dynamics 365 Sales. Candidates should also have some knowledge of Microsoft Power Platform, including Power BI, Power Apps, and Power Automate. Additionally, a good understanding of Microsoft Office 365 is beneficial.

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

NEW QUESTION # 336
You need to configure the credit and reference screening playbook to meet the requirements.
What should you do? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.



Answer:

Explanation:

Requirement	Configuration
Ensure that the finance manager performs the credit screening.	Add a Task activity to the playbook. Add the credit screening to the playbook. Add the finance manager as the publisher of the playbook. Add a custom activity for Perform Credit Check and add it to the playbook.
Ensure that the finance manager has the latest version of the unfavorable screening phone script.	Add the script to the phone call activity. Add a phone script to the playbook template. Add the phone script to the Task activity.
Ensure that playbooks can be initiated from all RFQs.	Associate the playbook with the Lead entity only. Associate the playbook with the Opportunity entity only. Associate the playbook with the Lead and Opportunity entities. Associate the playbook with the Quote entity.
Ensure proper tracking for all tasks associated with playbooks.	Set Track Progress to No. Set Track Progress to Yes. Set the estimated duration of the playbook template. Set the estimated duration of the activity.

Explanation:
Graphical user interface, text, application, email Description automatically generated

Requirement	Configuration
Ensure that the finance manager performs the credit screening.	**Add a Task activity to the playbook.** Add the credit screening to the playbook. Add the finance manager as the publisher of the playbook. Add a custom activity for Perform Credit Check and add it to the playbook.
Ensure that the finance manager has the latest version of the unfavorable screening phone script.	Add the script to the phone call activity. **Add a phone script to the playbook template.** Add the phone script to the Task activity.
Ensure that playbooks can be initiated from all RFQs.	Associate the playbook with the Lead entity only. Associate the playbook with the Opportunity entity only. **Associate the playbook with the Lead and Opportunity entities.** Associate the playbook with the Quote entity.
Ensure proper tracking for all tasks associated with playbooks.	Set Track Progress to No. **Set Track Progress to Yes.** Set the estimated duration of the playbook template. Set the estimated duration of the activity.

Reference:
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/enforce-best-practices-playbooks

NEW QUESTION # 337
You manage a Dynamics 365 Sales environment.
You need to configure the default status for each lead.
Which status reason should you associate to each scenario? To answer, select the appropriate options in the answer area.
NOTE: Each correct selection is worth one point.

Scenario	Status reason
A lead is created and contacted by phone.	New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	Qualified-New Qualified-Qualified Qualified-Closed

Answer:

Explanation:

Scenario	Status reason
A lead is created and contacted by phone.	New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	Qualified-New Qualified-Qualified Qualified-Closed

NEW QUESTION # 338

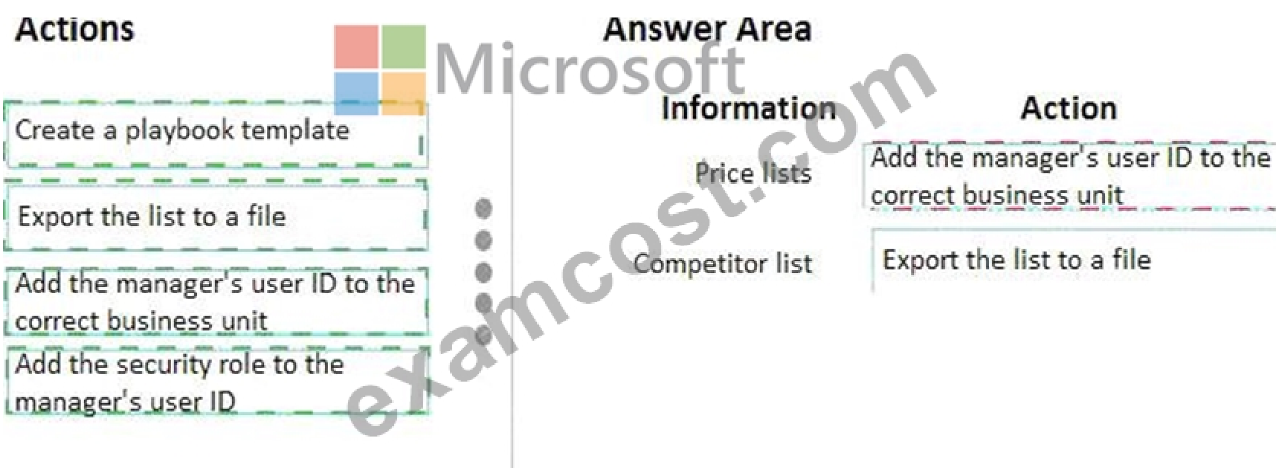
You need to ensure that new managers receive the information they need.

What should you do? To answer, drag the appropriate actions to the correct information. 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.

Answer:

Explanation:



Explanation

NEW QUESTION # 339

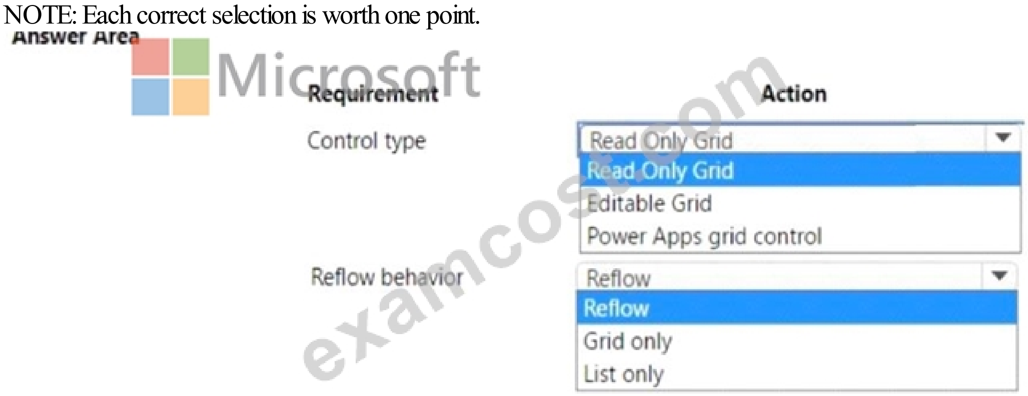
A company uses Dynamics 365 Sales.

An account form has a subgrid of contacts. Users report that the information in the subgrid is cut off and requires a horizontal scroll bar. The users must be able to view the information in a card format.

You need to reformat the subgrid to always use a custom card form.

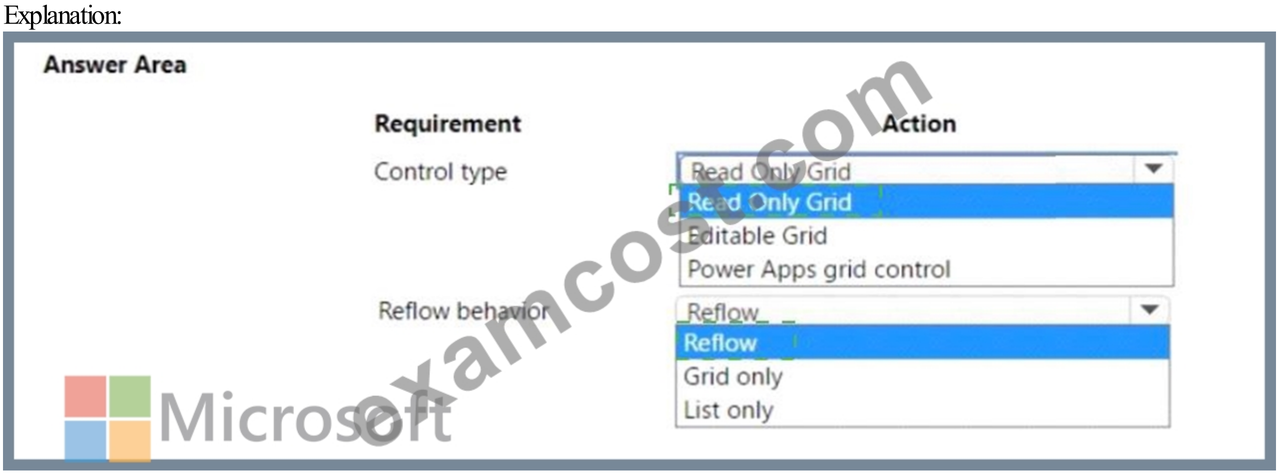
What should you set for each requirement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.



Answer:

Explanation:



Explanation:

NEW QUESTION # 340

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

Answer: C

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

NEW QUESTION # 341

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