

MB-210^{Q&As}

Microsoft Dynamics 365 Sales

Pass Microsoft MB-210 Exam with 100% Guarantee

Free Download Real Questions & Answers PDF and VCE file from:

https://www.lead4pass.com/mb-210.html

100% Passing Guarantee 100% Money Back Assurance

Following Questions and Answers are all new published by Microsoft
Official Exam Center

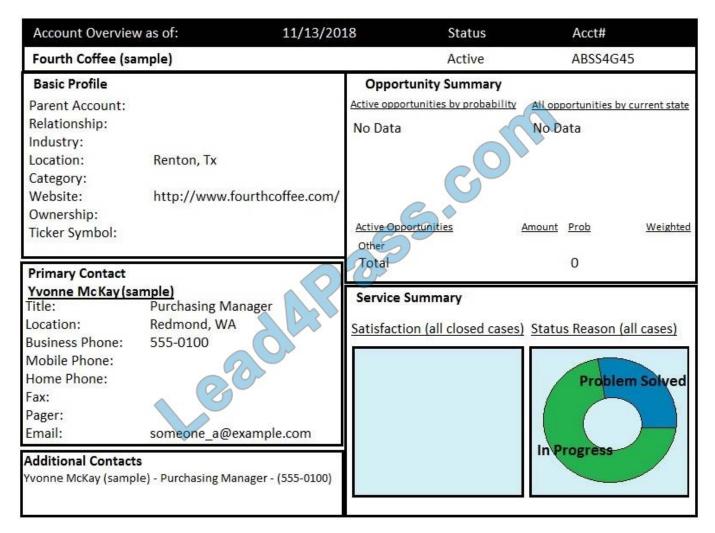
- Instant Download After Purchase
- 100% Money Back Guarantee
- 365 Days Free Update
- 800,000+ Satisfied Customers





QUESTION 1

You run an Account Overview report for Fourth Coffee. The following results are displayed.

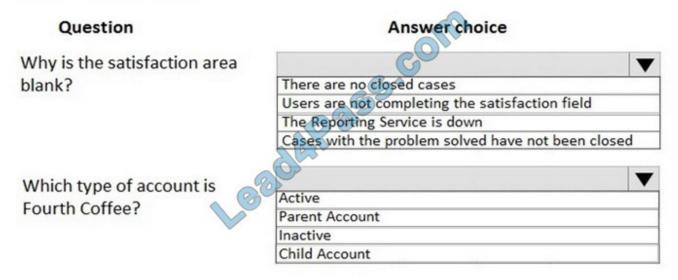


Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic. NOTE: Each correct selection is worth one point.

Hot Area:

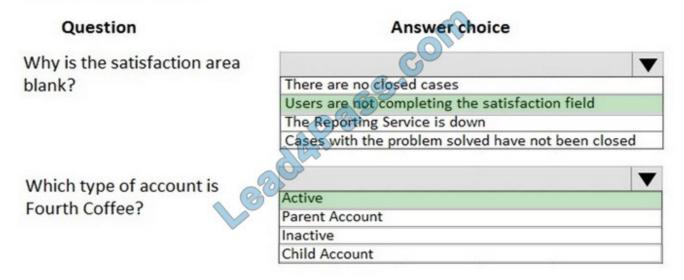


Answer Area



Correct Answer:

Answer Area



QUESTION 2

You need to determine which fields are required when opportunities are marked as lost.

Which fields are required?

A. Status and Stakeholders

2021 Latest lead4pass MB-210 PDF and VCE dumps Download

- B. Status and Contact
- C. Status Reason and Competitor
- D. Status Reason and Description

Correct Answer: C

QUESTION 3

HOTSPOT

An organization uses Dynamics 365 Sales to manage customer relationships.

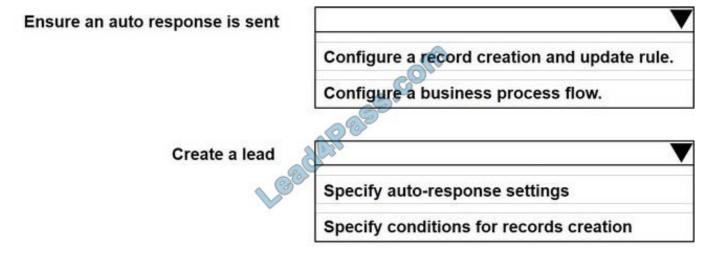
When a potential customer submits an email inquiry, the system must create a lead record and send a response.

You need to ensure that a lead record is created for the potential customer and a reply email is sent.

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

NOTE: Each correct selection is worth one point.

Hot Area:



Correct Answer:

2021 Latest lead4pass MB-210 PDF and VCE dumps Download

Configure a record creation and update rule. Configure a business process flow. Create a lead Specify auto-response settings Specify conditions for records creation

Reference: https://docs.microsoft.com/en-us/dynamics 365/customer-service/set-up-rules-to-automatically-create-or-update-records

QUESTION 4

You work for a company using Dynamics 365 for Sales.

When customers call the company, they must provide their quote number. Customers report that quote numbers are too long.

You need to shorten quote numbers to the minimum possible length.

What should you do?

- A. Reduce the auto number prefix to one character
- B. Reduce the auto number prefix to two characters
- C. Reduce the suffix length to four characters
- D. Ensure that the prefix setting is read-only

Correct Answer: A

Reference: https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/change-auto-number-prefix-contract-case-article-quote-order-invoice-campaign-category-knowledge-articles

QUESTION 5

HOTSPOT

You use Dynamics 365 for Sales.

You need to add products to an invoice.

Which options should you use? To answer, select the appropriate options in the answer area.

2021 Latest lead4pass MB-210 PDF and VCE dumps Download

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area



Correct Answer:



Answer Area



QUESTION 6

An order uses quote and order functionality in Dynamics 365 for Sales. Multiple quotes may be provided to customers at one time. Quotes are revised often. You need to create a process that meets the following requirements:

1.

Create an order from a quote.

2.

Close the associated opportunity as won.

3.

Update the actual values to reflect values from the quote.

Which two opportunities can you close as won? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. The opportunity has other quotes in the won status.
- B. The opportunity has other quotes in the draft status.
- C. The opportunity has other quotes in the active status.



2021 Latest lead4pass MB-210 PDF and VCE dumps Download

D. The opportunity has other quotes in the revised status reason.

Correct Answer: AB

QUESTION 7

You use price lists in Dynamics 365 for Sales. Some price lists have expired.

Users need to be able to continue to manage their opportunities.

Which option is possible?

- A. Users can add the expired price list to opportunities created prior to the expire date.
- B. Users can add the expired price list to an opportunity but will see a warning.
- C. Opportunities that use the expired price list can continue through their lifecycle.
- D. Opportunities that use the expired price list will display a warning that prices must be replaced.

Correct Answer: D

QUESTION 8

You need to resolve the sales manager\\'s issue regarding private box customers. What should you do?

- A. Convert all incoming phone calls to leads.
- B. Convert the sales manager\\'s emails lo opportunities.
- C. Convert the sales manager\\'s emails to leads.
- D. Convert the dean\\'s phone call to an opportunity.

Correct Answer: A

QUESTION 9

A company uses Dynamics 365 for Sales.

You must track a competitor to help your company win a sale.

You need to associate the competitor with a Dynamics 365 entity.

To which type of entity can you associate the competitor?

- A. Opportunity
- B. Lead



2021 Latest lead4pass MB-210 PDF and VCE dumps Download

\sim	A against
U.	Account

D. Contacts

Correct Answer: A

Reference: https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-edit-

competitor-record-sales

QUESTION 10

You manage a Dynamics 365 Sales environment.

You need to ensure that all possible activities are automatically converted to leads by using the record creation rule.

Which three activities can you convert to leads? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Service activity
- B. Email
- C. Phone call
- D. Task
- E. Custom activity

Correct Answer: BCD

QUESTION 11

HOTSPOT

You implement the Dynamics 365 App for Outlook.

You need to associate emails to lead records.

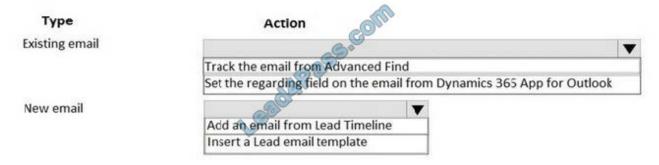
What should you do? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

2021 Latest lead4pass MB-210 PDF and VCE dumps Download

Answer Area



Correct Answer:

Answer Area



QUESTION 12

You need to determine the cause of the issue with desktop users and business cards. What is the cause of the issue?

- A. The Al Builder Business Card control needs to be configured for the field on the form.
- B. The field needs to be added to the form.
- C. A business rule needs to be set up to show the field.
- D. The users do not have the appropriate permissions.
- E. Show image on the form is not selected in Form Properties.

Correct Answer: B

QUESTION 13

You work for a company using Dynamics 365 for Sales.

When customers call the company, they must provide their quote number. Customers report that quote numbers are too long.



2021 Latest lead4pass MB-210 PDF and VCE dumps Download

You need to shorten quote numbers to the minimum possible length.

What should you do?

- A. Change the field type from auto number to decimal number
- B. Reduce the auto number prefix to one character
- C. Reduce the suffix length to four characters
- D. Ensure that the prefix setting is read-only

Correct Answer: B

Reference: https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/change-auto-number-prefix-contract-case-article-quote-order-invoice-campaign-category-knowledge-articles

Latest MB-210 Dumps

MB-210 PDF Dumps

MB-210 Braindumps



To Read the Whole Q&As, please purchase the Complete Version from Our website.

Try our product!

100% Guaranteed Success

100% Money Back Guarantee

365 Days Free Update

Instant Download After Purchase

24x7 Customer Support

Average 99.9% Success Rate

More than 800,000 Satisfied Customers Worldwide

Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

https://www.lead4pass.com/allproducts

Need Help

Please provide as much detail as possible so we can best assist you. To update a previously submitted ticket:





Any charges made through this site will appear as Global Simulators Limited.

All trademarks are the property of their respective owners.

Copyright © lead4pass, All Rights Reserved.