Exam Questions mb-210

Microsoft Dynamics 365 for Sales
NEW QUESTION 1
You are a Dynamics 365 administrator.
A sales manager changes the target goal for a salesperson from $26,000.00 to £20,000.00. However, the currency symbol changes from $ to £. Other managers are not experiencing this issue.
You need to fix the currency symbol for the sales manager. What should you change?
A. the default currency in personal options
B. the currencies in settings
C. the currency display option in system settings
D. the current format in personal options

Answer: A

NEW QUESTION 2
You are Dynamics 365 for Sales administrator.
Sales representatives must enter estimated revenue only as an exception.
You need to ensure that estimated revenue for opportunities is automatically calculated. What should you do?
A. In the System Settings sales tab, change the default revenue type to System Calculated
B. In custom controls, change the default revenue setting to System Calculated
C. In Personalization settings for each user, change the default revenue type to System Calculated
D. In Opportunities, change the default value of the revenue type to System Calculated

Answer: D

NEW QUESTION 3
You manage a default Dynamics 365 for Sales environment. You are configuring a sales dashboard.
You need to create an interactive dashboard.
Which three entities can you use? Each correct answer presents a complete solution.
NOTE: Each correct selection is worth one point.
A. Queue Item
B. Opportunity
C. Knowledge Article
D. Case
E. Invoice

Answer: ACD

Explanation:
References:

NEW QUESTION 4
DRAG DROP
You use opportunities with business process flows in Dynamics 365.
You do not have insight into the amount of time spent per process and when the last stage became active.
You need to create views and charts that give you this insight and that allow you to track by the owner of the opportunity.
Which three 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.
Select and Place:

A. Mastered
B. Not Mastered

Answer: A

Explanation:
NEW QUESTION 5
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
C. Account
D. Contacts

Answer: A

Explanation:

References:

NEW QUESTION 6
HOTSPOT
You are a salesperson working with Dynamics 365. Your role includes working with opportunities. You need to close opportunities. Which actions should you perform? To answer, select the appropriate options in the answer area.

Hot Area:

A. Mastered
B. Not Mastered

Answer: A

Explanation:

NEW QUESTION 7
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.

Hot Area:
NEW QUESTION 8
DRAG DROP
The product development team for a toy company creates a new remote-control toy. You need to create the necessary records and record relationships to sell the product.
Which five records and/or components should you configure in sequence? To answer, move the appropriate records and/or components from the list of records and components to the answer area and arrange them in the correct order.
NOTE: More than one order of answer choices is correct. You will receive credit for any of the correct orders you select.
Select and Place:

A. Mastered
B. Not Mastered

Answer: A

Explanation:
NEW QUESTION 9
HOTSPOT
You send a quote to a client. The client calls and negotiates a better price. You need to send a revised quote to the client. What is required to modify the quote? To answer, select

NOTE: Each correct selection is worth one point.

Hot Area:

A. Mastered
B. Not Mastered

Answer: A

Explanation:

NEW QUESTION 10
You are a salesperson using Dynamics 365 for Sales. You need to be able to modify the product price on an active invoice that uses current pricing. What should you do?

A. Set the Invoice Product to Override Price
B. Set an End Date for the Price List to ensure the Price List is expired
C. Set an End Date for the Price List to ensure the Price List is not expired
D. Set the Invoice Product to Use Default

Answer: A

NEW QUESTION 11
An organization attends a tradeshow and identifies several leads. One specific lead wants to make a purchase in the next week. You need to create an invoice. At which stage can you create the invoice?
A. Lead
B. Order
C. Opportunity
D. Quote

Answer: B

NEW QUESTION 12
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.

A customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase. The customer is now ready to complete the purchase.

You need to create a quote from the opportunity. Solution: Close the opportunity as won.

Does the solution meet the goal?

A. Yes
B. No

Answer: B

Explanation:
References:

NEW QUESTION 13
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.

A customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase. The customer is now ready to complete the purchase.

You need to create a quote from the opportunity. Solution: Convert the Opportunity to a quote.

Does the solution meet the goal?

A. Yes
B. No

Answer: A

Explanation:
References:

NEW QUESTION 14
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.

A customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase. The customer is now ready to complete the purchase.

You need to create a quote from the opportunity. Solution: Qualify the opportunity.

Does the solution meet the goal?

A. Yes
B. No

Answer: B

Explanation:
References:

NEW QUESTION 15
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