



**Free Questions for MB-210 by vceexamstest**

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# Question 1

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## Question Type: DragDrop

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A company is evaluating Dynamics 365 Sales licenses. The sales manager wants the following features:

- \* knowledge management
- \* sequence designer
- \* predictive forecasting

You need to recommend sales plans that provide the full feature capabilities in the most cost-effective manner.

Which sales plans should you recommend? To answer, drag the appropriate sales plans to the correct features. Each sales plan may be used once, more than once, or not at all. You may need to drag the spirit bar between panes or scroll to view content.

Sales plans	Answer Area
Dynamics 365 Sales Premium	
Dynamics 365 Sales Enterprise	
Dynamics 365 Sales Professional	

Feature	Sales plan
Knowledge management	
Sequence designer	
Predictive forecasting	

Answer:

# Question 2

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## Question Type: MultipleChoice

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A sales representative at a company uses Dynamics 365 Sa4es. The representative is assigned the Salesperson security role

The representative requires a list that has only full name, address, phone number, and opportunity amount. The system does not provide this setup by default. Other sales representatives must be able to display the same information and format when necessary.

You need to set up the system.

What should you create?

**Options:**

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- A-** personal view, and share it with the other representatives
- B-** report that is sent to the team once a day
- C-** system view
- D-** system dashboard

**Answer:**

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A

## Question 3

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**Question Type: MultipleChoice**

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A company uses Dynamics 365 Sales.

You need to configure the Sales Insights sales accelerator.

What should you create?

**Options:**

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**A-** Insight cards

**B-** Leads

**C-** Communication frequency

**D-** Sequences

**Answer:**

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C

## Question 4

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**Question Type: MultipleChoice**

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A company uses Dynamics 365 Sales insights predictive modeling. The prediction accuracy score no longer meets the company's standards. You need to resolve this issue. What should you do?

**Options:**

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- A- Change the business process flow that it is referencing.
- B- Retrain the model.
- C- Add a new model.
- D- Refresh the data.

**Answer:**

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B

## Question 5

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**Question Type:** MultipleChoice

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A company uses Dynamics 365 Sales.

A sales manager wants a salesperson to send an email activity to a marketing list. The manager wants to track the successes and failures of the emails in one view. The salesperson must be limited to sending only this email activity to the marketing list

You need to recommend which feature the manager should use.

What should you recommend?

**Options:**

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- A- quick campaign
- B- customer Journey
- C- campaign
- D- direct email

**Answer:**

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A

## Question 6

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**Question Type: MultipleChoice**

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A company uses Dynamics 365 Sales. The company uses their organizational structure to determine how to aggregate forecasts for each year.

The company divides a business unit into three separate units. Each unit will have a new manager.

You need to update the quotas for each user for the current fiscal year's forecast.

Which two actions should you perform? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

### Options:

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- A- Update the target goal amount for each user.
- B- Upload the new quota amounts for each user.
- C- Create a new relationship between sites.
- D- Create and assign users to new resource groups for each manager.
- E- Adjust the forecast values directly.
- F- Assign the users to their new managers.

### Answer:

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B, F

## Question 7

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### Question Type: Hotspot

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You are a Dynamics 365 Sales administrator for a medical office. The office provides a new service for doctors to consult with patients online on a first come, first served basis. Patients are created as Contacts. Doctors can only view patient records for patients in their care.

The doctors need to see a graph of all interactions with each patient.

You need to create an entity to log online interactions.

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

NOTE: Each correct selection is worth one point.

**Answer Area**

Entity requirement	Configuration
Type	<input type="checkbox"/> Custom activity <input type="checkbox"/> Virtual entity <input checked="" type="checkbox"/> Custom activity <input type="checkbox"/> Custom entity
Ownership	<input checked="" type="checkbox"/> User or team <input type="checkbox"/> Organization <input type="checkbox"/> User or team

**Answer:**

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## Question 8

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### Question Type: MultipleChoice

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A company uses Dynamics 365 Sales.

You are setting up the product catalog for customers. Pricing must be set up as follows:

\* 1 can - \$5.00

\* 6 cans - \$28.00

\* 1 case = \$100.00

Partial orders are allowed. A customer wants to buy 2.5 cases of a product. The customer receives a system error when trying to enter the quantity. You need to resolve the issue. What should you modify?

**Options:**

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**A-** Amount

**B-** Discount List

**C-** Price List

**D-** Quantity Selling Option

**Answer:**

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D

## Question 9

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### Question Type: MultipleChoice

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An order uses quote and order functionality in Dynamics 365 Sales. Multiple quotes may be provided to customers at one time. Quotes are revised often. Which two opportunities can you close as won? Each correct answer presents a complete solution. NOTE: Each correct selection is worth one point.

#### Options:

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- A- an opportunity that has quotes in the active status.
- B- an opportunity that has quotes in the won status.
- C- an opportunity that has quotes in the draft status.
- D- an opportunity that has quotes in the revised status reason.

#### Answer:

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A, C

## Question 10

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**Question Type: MultipleChoice**

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A company uses Dynamics 365 Sales.

A user cannot find the option to view activities in the Kanban view or rearrange the activities.

You need to make the Kanban view available to the user.

What should you do?

**Options:**

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- A-** Add the user to the correct security role.
- B-** Create a new system view.
- C-** Add the control to the Activity table.
- D-** Instruct the user to create a personal view.

**Answer:**

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A

**Question 11**

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**Question Type: MultipleChoice**

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A quote is accepted by a customer. A salesperson creates an order from the quote. The customer contacts the salesperson to request a repeat of the same order. The salesperson wants to create another order from the same quote. You need to create the order. What should you do?

**Options:**

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- A-** Create the order from the quote because it is in a Closed status.
- B-** Revise the quote and create the order from Draft status.
- C-** Create the order from the quote because it is in a Won status.
- D-** Revise the quote and create the order from the Active status.

**Answer:**

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C

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