Free Questions for MB-210 by certsdeals

Shared by Crane on 29-01-2024

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Question 1

Question Type: **MultipleChoice**

A company is evaluating Dynamics 365 Sales to replace an existing customer relationship management (CRM).

An IT manager observes that the company requires 20 custom tables. The company wants the most cost-effective solution.

You need to recommend a license type to the company.

What should you recommend?

Options:

A- Sales Professional

B- Sales Enterprise

C- Microsoft Relationship Sales

D- Sales Premium

Answer:

B

Question 2

Question Type: **Hotspot**

A company generates leads from a webform. Salespeople manage leads by country/region. All salespeople are part of the same Dynamics 365 Sales team. The sales manager requires the following functionality:

* Automate lead assignments.

* Ensure even lead distribution among salespeople.

You create a country/region attribute for the process. You must simplify the process. You plan to use segments when possible.

You need to create a lead assignment rule for each country/region.

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

NOTE: Each correct selection is worth one point.

Answer:

Answer Area

Requirement	Configuration
Filter leads for assignment.	Create a segment to filter the country/region. Add the lead source as a Create a segment to filter the lead source and country/region. Create a segment to filter the lead source. Add country/region as an Create a segment to filter the country/region. Add the lead source as
Assign the country/region to the correct group.	Assign the country/region to specific teams. Assign the country/region to any seller. Assign the country/region to specific teams. Assign the country/region to specific sellers. Assign the country/region to sellers with matching attributes.
Distribute leads to salespeople.	Use load balancing. Use round-robin distribution.

Question 3

Question Type: MultipleChoice

A company deploys Dynamics 365 Sales Enterprise.

Users must be able to view account and contact records but not edit or add information to those records.

You need to set up user access.

What should you do?

Options:

A- Create a Dynamics 365 business unit.

B- Configure data loss prevention (DLP).

C- Purchase a Dynamics 365 Sales Professional license and assign the license to users.

D- Purchase a Dynamics 365 Team Members license and assign the license to users.

Answer:

D

Question 4

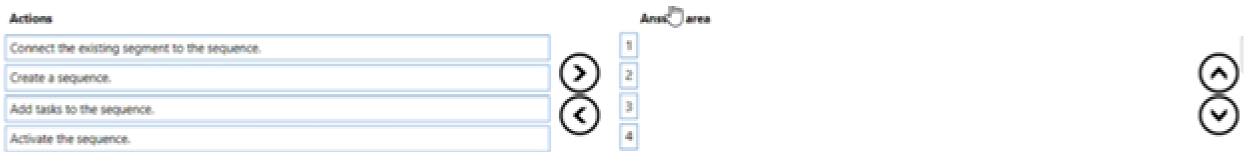
Question Type: OrderList

A company uses Dynamics 365 Sales with assignment rules. The assignment rules use a segment to filter the lead records.

A sales manager wants to automatically add a series of tasks by using the same criteria as the assignment rules.

You need to create the tasks and assign the tasks to the lead records.

In which order should you perform the actions? To answer, move all actions from the list of actions to the answer area and arrange them in the correct order.



Answer:

Connect the existing segment to the sequence.

Question 5

Question Type: Hotspot

A sales manager creates personal views in Dynamics 365 Sales. The sales manager must allow the following:

* Assistants must be able to only add and remove columns from the personal view as needed.

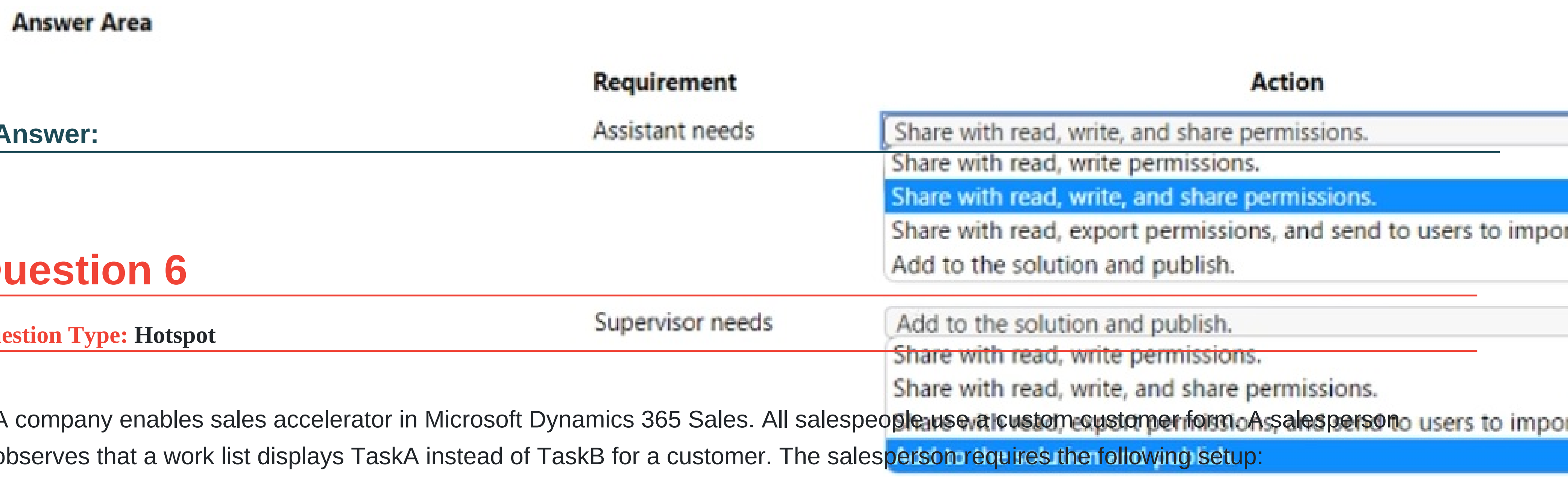
* Supervisors must be able to modify columns in the personal views when necessary and give direct reports access to the views.

You need to assist the manager with setup.

Which actions should the sales manager perform? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer:



Question 6

Question Type: **Hotspot**

A company enables sales accelerator in Microsoft Dynamics 365 Sales. All salespeople use a custom customer form. A salesperson observes that a work list displays TaskA instead of TaskB for a customer. The salesperson requires the following setup:

* Display only TaskB in the work list.

* View the task on the customer record as a visual cue.

You need to recommend changes to meet the requirements.

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

Answer:

Answer Area

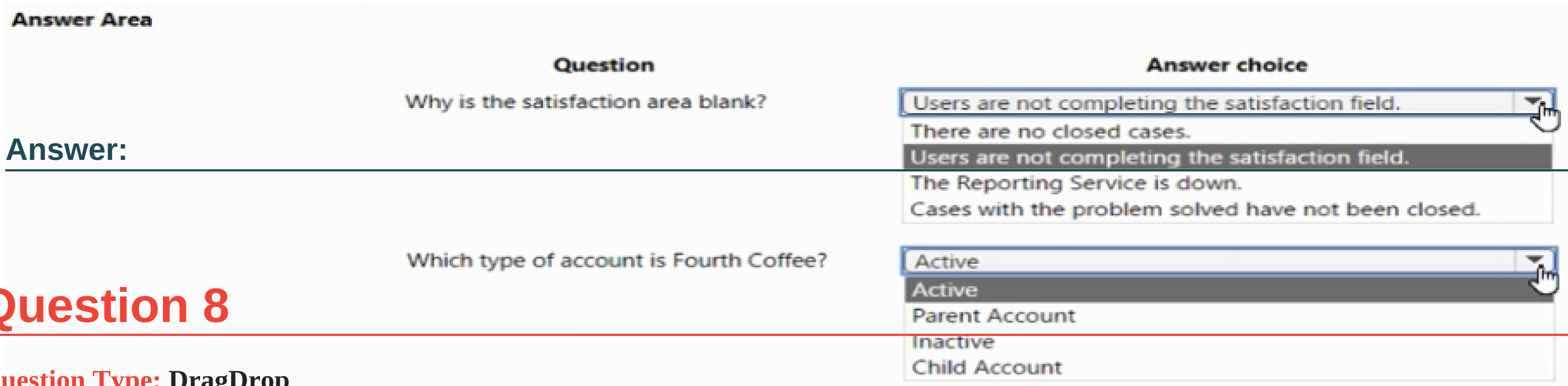
Requirement	Action
Display only TaskB in the work list.	Filter the work items. Sort the work items. Filter the work items. Change the due date of TaskA to be before Tas Change the due date of TaskB to be before Tas
View the task on the customer record.	Add the Up next widget. Add the Up next widget. Add the Timeline control. Add the assistant widget.

Question 7

Question Type: Hotspot

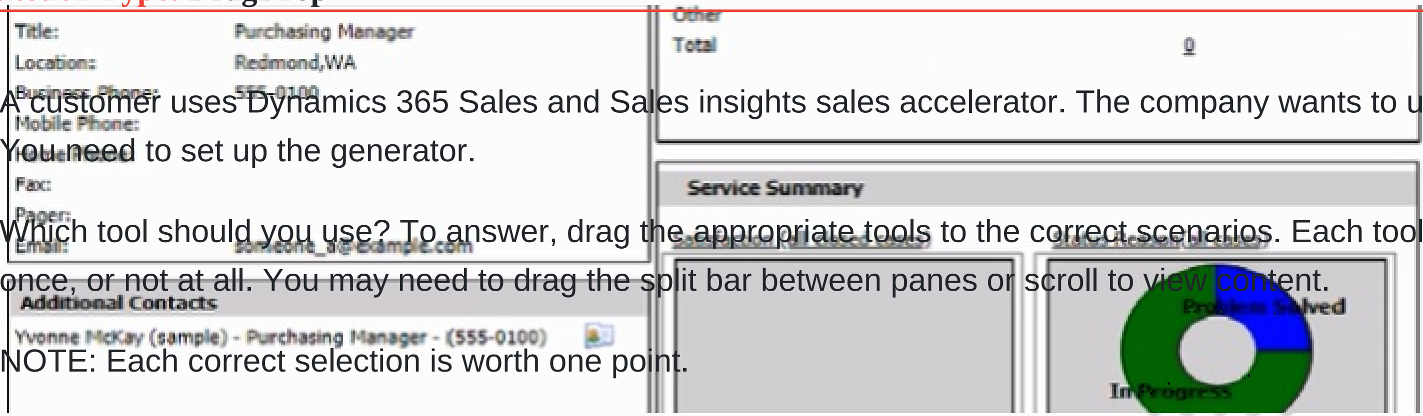
You run a sales report for Fourth Coffee named Account Overview. The following report displays:

Answer:



Question 8

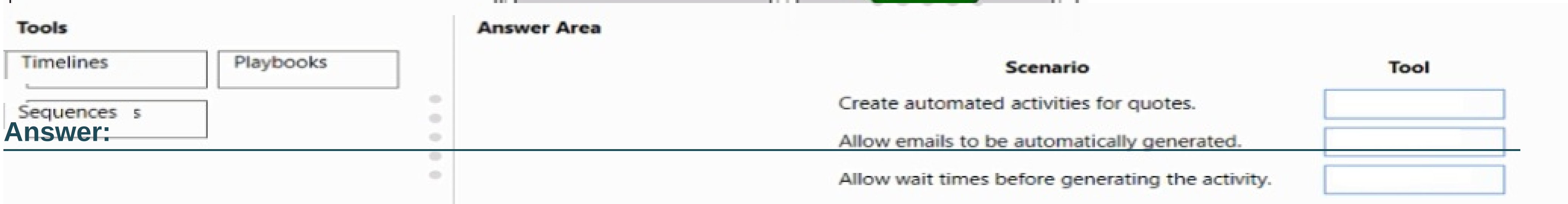
Question Type: DragDrop



A customer uses Dynamics 365 Sales and Sales insights sales accelerator. The company wants to use an automatic activity generator. You need to set up the generator.

Which tool should you use? To answer, drag the appropriate tools to the correct scenarios. Each tool 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:

Question 9

Question Type: **MultipleChoice**

A company has two departments. Each department uses only custom forms and views designed for each department. Currently, all users can view all forms and views.

The company wants to improve usability for its users.

You need to limit users to only individual department forms and views.

What should you do?

Options:

A- Create a site map for each department.

B- Create a model-driven app for each department

C- Use a hierarchy security model.

D- Use security roles.

Answer:

D

Question 10

Question Type: MultipleChoice

A sales manager creates a view for leads in the manager s region. The view displays only 25 records per page. The sales manager wants the view to display 100 records per page. You need to recommend a solution for the sales manager. What should you recommend?

Options:

A- Update system settings.

B- Create a personal view.

C- Create a public view.

D- Update personalization settings.

Answer:

D

Question 11

Question Type: OrderList

You are configuring Dynamics 365 Sales for a U.S.-based company. The company has two territories that are divided as follows:

* West territory: California to Texas

* East territory; Missouri to Maine

The sales territories should be configured as follows:

Territory	Manager	Salespeople
East	ManagerB	SalespersonC SalespersonD
West	ManagerA	SalespersonA SalespersonB

You need to set up the sales territories.

Which five 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.

Actions	Answer area
Add connections.	
Select **Sales Insights settings**.	
Navigate to the App Settings area.	
Select **Sales Territories** and create a new territory.	
Add the manager.	
Select **Related**.	
Add members to the territory.	

Answer:

Select New to create a new territory.

Question 12

Question Type: **MultipleChoice**

You manage a Dynamics 365 environment. You plan to implement business process flows from AppSource. You need to ensure that a user can install the business process flows. What should you do?

Options:

A- Assign the Dynamics 365 System Customizer role to the user.

B- Assign the Common Data Service User role to the user.

C- in the Power Apps Admin center, assign Environment Maker permissions to the user.

D- In the Office 365 Admin center, assign Application proxy permissions to the user.

Answer:

A