



# MB-210<sup>Q&As</sup>

Microsoft Dynamics 365 Sales

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### QUESTION 1

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. 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>

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### QUESTION 2

A company uses special pricing for bulk purchases of products.

A sales team member cannot create pricing lists for preferred customers.

You need to set up a discount price list.

What are three possible security roles that can be used? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Sales Team Member
- B. Vice President of Sales
- C. Sales Manager
- D. CEO-Business Manager
- E. President of Sales

Correct Answer: BCD

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-discount-list>

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### QUESTION 3



## DRAG DROP

You are setting up a product catalog in Dynamics 365 Sales.

You must set up the following promotions in the product catalog:

Customers receive a free bag of chips when they purchase one can of soda.

Soda has different prices based on whether customers buy a can, a six-pack, or a case.

Customers receive an additional 10 percent off a purchase of 10 case of soda.

You need to set up the promotions.

Which feature should you configure? To answer, drag the appropriate features to the correct requirements. Each feature 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.

Select and Place:

Features	Requirement	Feature
Unit group	Receive free chips with a soda purchase.	Feature
Discount list	Purchase a case of soda.	Feature
Product family	Purchase 10 cases of soda.	Feature
Product bundle		

Correct Answer:

Features	Requirement	Feature
	Receive free chips with a soda purchase.	Product bundle
Product family	Purchase a case of soda.	Unit group
	Purchase 10 cases of soda.	Discount list

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-product-catalog-walkthrough>

## QUESTION 4

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.

After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

A company uses Dynamics 365 Sales.

You create a playbook to send documents to new sales managers.

You need to configure the system to record all activity associated with each playbook.

Solution: Create a Power Automate flow to track the activities.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

Activity tracking is enabled in the Playbook template.

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/track-playbook-activities>

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## QUESTION 5

A company manually assigns leads to salespeople.

The sales manager requires automated lead assignment rules. An administrator enables the feature. However, you are unable to access the Assignment rules area.

You need to request access from the administrator.

Which security role should you request?

A. Vice President of Sales

B. Playbook Manager

C. Sequence Manager

D. Sales Manager

Correct Answer: D

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