



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

Microsoft Dynamics 365 Sales

## Pass Microsoft MB-210 Exam with 100% Guarantee

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

<https://www.geekcert.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

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?

- 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.

Correct Answer: D

---

### QUESTION 2

You are working in Dynamics 365 Sales. You turn on the visibility of the Dynamics 365 Sales records in the channel.

A user working with leads is unable to pin the view into Microsoft Teams.

You need to identify the issue.

What should you do?

- A. Add users to the Teams channel.
- B. Add users to the correct security role.
- C. Enable the External links within Teams option.
- D. Enable the Turn on Enhanced Microsoft Teams integration option.
- E. Disable the Turn on the linking of Dynamics 365 records to Microsoft Teams channels option.

Correct Answer: D

---

### QUESTION 3

You are creating a forecast.

You want to include only opportunities that sell more than 100 units.



You need to configure this within the system.

What should you configure?

- A. multiple columns
- B. premium forecasting
- C. advanced features
- D. additional filters
- E. separate views

Correct Answer: D

---

#### QUESTION 4

##### HOTSPOT

A company uses Dynamics 365 Sales. The company does not use any customizations.

The system must create activity records for every interaction a salesperson has with customers and contacts.

You need to configure the system by using minimal customizations.

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

NOTE: Each correct selection is worth one point.

Hot Area:

### Answer Area

Activity	Action
Display activities for each contact in the account record.	<ul style="list-style-type: none"> <li>Use the default configuration.</li> <li>Create a custom relationship between the activity and the contact.</li> <li>Add the activity to both the account and contact.</li> <li>Create a Power Automate flow to copy the activity from the contact to the account.</li> </ul>
Ensure the creation date and the completion date of the activity are recorded separately.	<ul style="list-style-type: none"> <li>Use the default configuration.</li> <li>Create a custom column for the creation date.</li> <li>Create a custom column for the completion date.</li> <li>Create a custom control.</li> </ul>
View activities in Kanban view.	<ul style="list-style-type: none"> <li>Use the default configuration.</li> <li>Add a custom control.</li> <li>Add a custom view.</li> <li>Add a Power Automate flow.</li> </ul>

Correct Answer:

**Answer Area**

Activity	Action
Display activities for each contact in the account record.	<ul style="list-style-type: none"> <li>Use the default configuration.</li> <li>Create a custom relationship between the activity and the contact.</li> <li>Add the activity to both the account and contact.</li> <li>Create a Power Automate flow to copy the activity from the contact to the account.</li> </ul>
Ensure the creation date and the completion date of the activity are recorded separately.	<ul style="list-style-type: none"> <li>Use the default configuration.</li> <li>Create a custom column for the creation date.</li> <li>Create a custom column for the completion date.</li> <li>Create a custom control.</li> </ul>
View activities in Kanban view.	<ul style="list-style-type: none"> <li>Use the default configuration.</li> <li>Add a custom control.</li> <li>Add a custom view.</li> <li>Add a Power Automate flow.</li> </ul>



### QUESTION 5

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: ABE

[MB-210 VCE Dumps](#)

[MB-210 Study Guide](#)

[MB-210 Exam Questions](#)