

# 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



# https://www.geekcert.com/mb-210.html

#### **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.



# https://www.geekcert.com/mb-210.html

2024 Latest geekcert MB-210 PDF and VCE dumps Download

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.

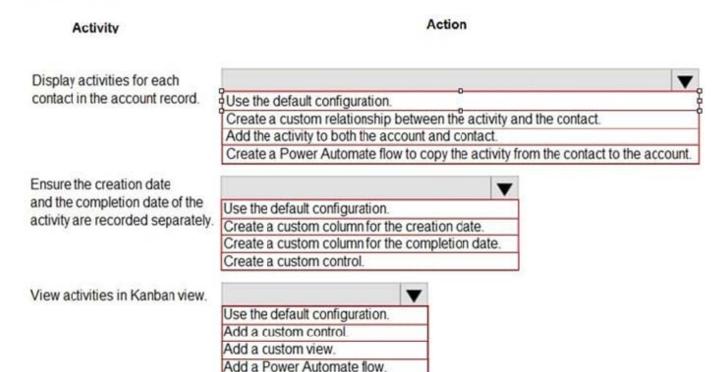
NOTE: Each correct selection is worth one point.

Hot Area:

## https://www.geekcert.com/mb-210.html

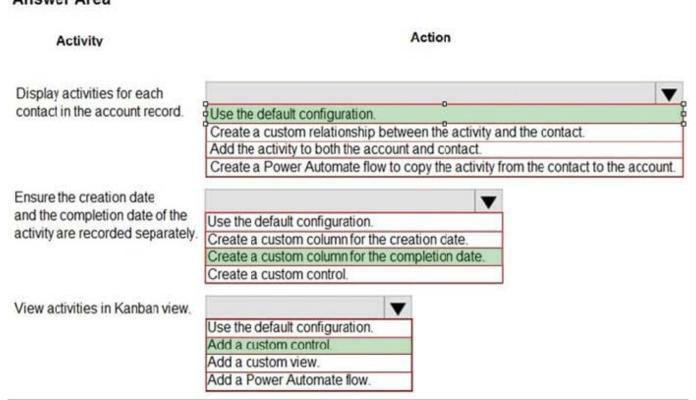
2024 Latest geekcert MB-210 PDF and VCE dumps Download

#### **Answer Area**



#### Correct Answer:

## Answer Area



# https://www.geekcert.com/mb-210.html 2024 Latest geekcert MB-210 PDF and VCE dumps Download

## **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