



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

HOTSPOT

You are a Dynamics 365 Sales system customizer.

You need to create Product Bundles and Product Families.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Requirement	Option
View individual products in a grouping when you create an opportunity.	<div><div></div><div>Product Family</div><div>Product Bundle</div></div>
Sell products from a grouping individually.	<div><div></div><div>Product Family</div><div>Product Bundle</div></div>
Create a grouping within a grouping.	<div><div></div><div>Product Family</div><div>Product Bundle</div></div>

Correct Answer:



Answer Area

Requirement	Option
View individual products in a grouping when you create an opportunity.	<div><div></div><div>Product Family</div><div>Product Bundle</div></div>
Sell products from a grouping individually.	<div><div></div><div>Product Family</div><div>Product Bundle</div></div>
Create a grouping within a grouping.	<div><div></div><div>Product Family</div><div>Product Bundle</div></div>

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-product-bundles-sell-multiple-items-together>

QUESTION 2

HOTSPOT

You need to configure territories and membership.

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

NOTE: Each correct selection is worth one point.

Hot Area:



Answer Area

Territories

Number of territories to set up

Configuration

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

	▼
Each salesperson should be added to a single territory	
They should be added to all territories	
A special territory should be created, and they should be added to it	

Correct Answer:

Answer Area

Territories

Number of territories to set up

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

	▼
Each salesperson should be added to a single territory	
They should be added to all territories	
A special territory should be created, and they should be added to it	

Reference: <https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geographical-area>

QUESTION 3

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 customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase.

The customer is now ready to complete the purchase.

You need to create a quote from the opportunity.

Solution: On the Quotes tab of the opportunity, select Add New Quote.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: A

References: <https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-edit-quote-sales>

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:



Action

- Use the default configuration.
- Create a custom relationship between the activity and the contact.
- Add the activity to both the account and contact.
- Create a Power Automate flow to copy the activity from the contact to the account.

Use the default configuration.

Create a custom column for the creation date.

Create a custom column for the completion date.

Create a custom control.

- Use the default configuration.
- Add a custom control.
- Add a custom view.
- Add a Power Automate flow.

Activity

Action

- Use the default configuration.
- Create a custom relationship between the activity and the contact.
- Add the activity to both the account and contact.
- Create a Power Automate flow to copy the activity from the contact to the account.

- Use the default configuration.
- Create a custom column for the creation date.
- Create a custom column for the completion date.
- Create a custom control.

- Use the default configuration.
- Add a custom control.
- Add a custom view.
- Add a Power Automate flow.



QUESTION 5

A company deploys reporting for Dynamics 365 Sales.

You need to set up the Power BI content pack.

Which Power BI product should you use to customize the content pack reports?

- A. Power BI website
- B. Power BI Desktop
- C. Power BI Premium
- D. Power BI Professional

Correct Answer: D

Reference: <https://docs.microsoft.com/en-us/power-bi/collaborate-share/service-organizational-content-pack-introduction>

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