



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

You are a salesperson working with Dynamics 365. Your role includes working with opportunities.

You successfully close a sale.

Which two actions should you perform? Each correct answer presents part of the solution.

NOTE: Each correct selection is worth one point.

- A. Change Est. Revenue to Actual amount
- B. Set the Status reason to Won.
- C. Change Est. Close Date to Actual close date.
- D. Change the Actual Revenue to Actual amount.

Correct Answer: BD

To close your opportunity as won, select Close as Won.

In Actual Revenue, Verify the amount, and make changes, if necessary.

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

QUESTION 2

A company uses Dynamics 365 Sales.

You need to add an email activity to both a contact and its corresponding account without setting the Regarding field.

Where should you add the email activity?

- A. Dynamics 365 App for Outlook
- B. Quick Create form
- C. Account record only
- D. Contact record only

Correct Answer: D

QUESTION 3

You are a system customizer in Dynamics 365 Sales.

You need to set up product families.

Which option is available?



- A. Create a maximum of 10 child product families
- B. Set a product bundle as a parent of a product family
- C. Add the product to multiple product families
- D. Set a product property as an option set

Correct Answer: D

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/use-properties-describe-product>

QUESTION 4

A company uses Dynamics 365 Sales with Microsoft Exchange and server-side synchronization.

All users have approved mailboxes. Some users report that emails will not send.

You need to resolve the issue.

What should you do?

- A. Disable impersonation mode.
- B. Add the email address to the email profile.
- C. Turn on automatic tracking.
- D. Test and enable the mailboxes.

Correct Answer: D

<https://learn.microsoft.com/en-us/dynamics365/sales/configure-email?tabs=SP>

QUESTION 5

HOTSPOT

You need to create visualizations for managers.

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

NOTE: Each correct selection is worth one point.

Hot Area:



All leads by requirement in the last 30 days

Dashboard
Views
Graphs

Leads converted in the last 30 days

Graph
Report
Export to Microsoft Excel

Correct Answer:

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