MB-210^{Q&As}

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

You use price lists in Dynamics 365 for Sales. Some price lists have expired.

Users need to be able to continue to manage their opportunities.

Which option is possible?

A. Users can add the expired price list to opportunities created prior to the expire date.

B. Users can add the expired price list to an opportunity but will see a warning.

C. Opportunities that use the expired price list can continue through their lifecycle.

D. Opportunities that use the expired price list will display a warning that prices must be replaced.

Correct Answer: C

QUESTION 2

A sales representative at a company uses Dynamics 365 Sales. The representative is assigned the Salesperson security role.

The representative requires a list that has only full name, address, phone number, and opportunity amount. The system does not provide this setup by default.

Other sales representatives must be able to display the same information and format when necessary.

You need to set up the system.

What should you create?

A. system dashboard

B. personal view, and share it with the other representatives

C. system view

D. report that is sent to the team once a day

Correct Answer: C

QUESTION 3

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. Ptaybook Manager

C. Sequence Manager

D. Sales Manager

Correct Answer: D

QUESTION 4

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

You are configuring Dynamics 365 Sales for a US-based company as follows:

1.

Utah to California is the West territory

2.

Illinois to Colorado is the Central territory.

3.

Maine to Indiana is the East territory.

The company wants the territories set up as follows:

1.

Salespersons 1 and 2 sell in the West territory.

2.

Salespersons 5 and 6 sell in the Central territory.

3.

Salespersons 3 and 4 sell in the East territory.

4.

Postal code for each state used as the location.

You need to set up the territories.

Solution:

1.

Create the West territory, add the manager, and save.

2.

Repeat for the Central and East territories.

3.

Add the members for each territory.

4.

Select Related and add the Resource territories.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

Reference: https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/admin/set-up-sales-territories-organize-business-markets-geographical-area?view=op-9-1

https://docs.microsoft.com/en-us/dynamics365/field-service/set-up-territories

---

QUESTION 5

DRAG DROP

You create a discount list for a company.

Two salespeople encounter the following issues when they create opportunities:

Salesperson1 does not see the discount on the opportunity line item.

Salesperson2 sees the discount applied to the line total instead of the unit price.

You need to ensure that discounts are applied properly.

What should you do? To answer, drag the appropriate actions to the correct issues. Each action 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:

Actions		Answer Area	
Update system settings.		**Issue**	**Action**
Update the opportunity.		Discount does not appear on the opportunity line item.	Action
Update the price list item.		Discount is applied incorrectly.	Action
Update the opportunity product.			

Correct Answer:

Actions		Answer Area	
		Issue	**Action**
Update the opportunity.		Discount does not appear on the opportunity line item.	Update the price list item.
		Discount is applied incorrectly.	Update system settings.
Update the opportunity product.			

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

Latest MB-210 Dumps   **MB-210 PDF Dumps**   **MB-210 Braindumps**