MB-210 Q&As

Microsoft Dynamics 365 Sales

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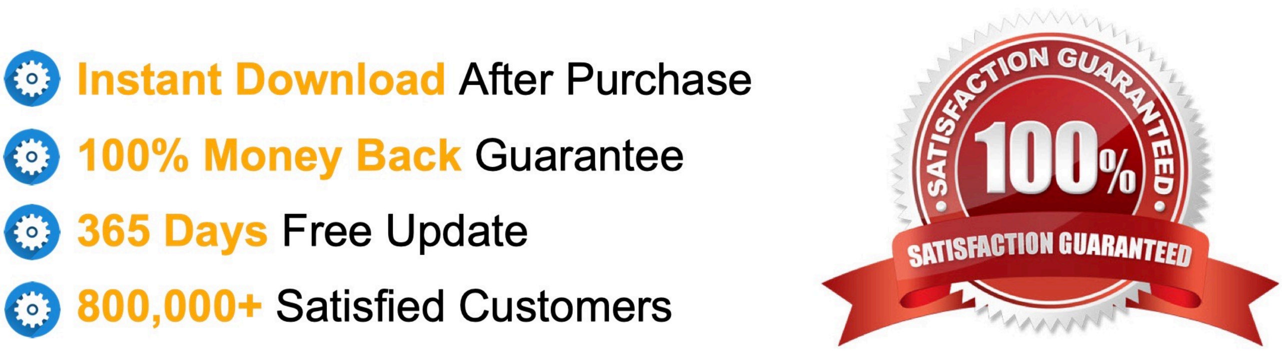

QUESTION 1

HOTSPOT

You need to configure the RFQ process flow.

What should you create to meet each requirement? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	Data step and set as required Stage with a branching rule Action step
Require a sales manager review.	Branching rule based on the management review step Branching rule based on the lead qualification step Branching rule based on the opportunity step
Track RFQ management approval.	Stage Approval flow Branch rule

Correct Answer:

Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	Data step and set as required Stage with a branching rule Action step
Require a sales manager review.	Branching rule based on the management review step Branching rule based on the lead qualification step Branching rule based on the opportunity step
Track RFQ management approval.	Stage Approval flow Branch rule

Reference: https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/business-process-flows-overview?view=op-9-1

QUESTION 2

A sales team uses the out-of-the-box Kanban board to view the All Opportunities list.

A read-only grid is displayed for all other views.

You must display the same Kanban board when sales team members view the My Open Opportunities list.

You need to configure the view for the sales team members.

What should you add to the view?

A. PCF control

B. Business rule

C. Custom control

D. JavaScript

Correct Answer: C

QUESTION 3

A company uses Dynamics 365 for Sales.

You need to change the description field on the quote.

Which state allows you to make the change?

A. Closed

B. Active

C. Draft

D. Won

Correct Answer: C

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

You are Dynamics 365 for Sales administrator.

Sales representatives must enter estimated revenue only as an exception.

You need to ensure that estimated revenue for opportunities is automatically calculated.

What should you do?

A. In the System Settings sales tab, change the default revenue type to System Calculated

B. In custom controls, change the default revenue setting to System Calculated

C. In Personalization settings for each user, change the default revenue type to System Calculated

D. In Opportunities, change the default value of the revenue type to System Calculated

Correct Answer: D