



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

You are a Dynamics 365 for Sales administrator.

The sales team is having difficulty locating related products.

You need to make it easier for the sales team to find groups of products that are similar.

What should you use?

- A. Related products
- B. Product bundles
- C. Product families
- D. Product unit groups

Correct Answer: C

"Make it easier for sales agents to find products and services in a product catalog by creating a product family and classifying similar products in it. A product family lets you group and categorize products, making it easier for you to manage them."

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-product-family>

QUESTION 2

A company based in Mexico is setting up Dynamics 365 Sales. All price lists are in US dollars (USD).

A sales representative sells products to customers in the United Kingdom and Spain.

You need to determine the currency for the quote.

Which currency will the quote use?

- A. Pound sterling
- B. Euro
- C. USD
- D. Peso

Correct Answer: C

Reference:

<https://blog.magnetismsolutions.com/blog/colinmaitland/2019/05/20/dynamics-365-currency-configuration- for-price-list-items>



QUESTION 3

You are a Dynamics 365 Sales administrator for a company. All sales representatives at the company have smart phones.

You need to recommend a solution that allows sales representatives to take photos of the opportunity notes and use the photo as input for new opportunities in Dynamics 365.

Which two options will achieve the goal? Each correct answer presents a complete solution.

NOTE: Each correct answer is worth one point.

- A. AI Builder with Dynamics 365 for phones
- B. Canvas App with a flow button
- C. AI Builder with Power Automate instant flow
- D. Dynamics 365 for phones only

Correct Answer: BC

QUESTION 4

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 5

HOTSPOT

You need to set up quotes to meet the requirements.

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

NOTE: Each correct selection is worth one point. Hot Area:



Send quotes in a read-only format

Use PDF
Use XML
Use RTF
Use CSV

Create a standardized quote that can be-used

Create a Word template
Create a Fetch XML report
Create a PowerBI app

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Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-quote-pdf>



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