



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

DRAG DROP

You need to create invoices for all customers.

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

NOTE: Each correct selection is worth one point.

Select and Place:

Products

Price List Product

Non-catalog Product

Opportunity Product

Answer Area

Option

Existing product

Write-in product

Get product

Product

product

product

product

Correct Answer:

Products

Answer Area

Option

Existing product

Write-in product

Get product

Product

Price List Product

Non-catalog Product

Opportunity Product

QUESTION 2

DRAG DROP

A company implements Dynamics 365 Sales Insights.



You must implement predictive forecasting.

You need to confirm that fields are populated prior to deployment.

Which field must you populate? To answer, drag the appropriate fields to the correct requirements. Each field 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:

Fields

Actual Value and Actual Close Date

Estimated Value and Estimated Close Date

Actual Value, Actual Close Date, Estimated Value, and Estimated Close Date

Answer Area

Requirement

Closed opportunities

Open opportunities

Field

Correct Answer:



Fields

Actual Value and Actual Close Date

Answer Area

Requirement

Field

Closed opportunities

Actual Value, Actual Close Date,
Estimated Value, and Estimated
Close Date

Open opportunities

Estimated Value and Estimated
Close Date

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales/configure-premium-forecasting>

QUESTION 3

You need to create a component for deliveries. What should you create?

- A. booking alert
- B. business process flow
- C. scheduled flow
- D. custom activity table

Correct Answer: C



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 configure forecasts for a clothing manufacturer.

A salesperson updates an opportunity and wants to refresh the forecast.

You need to show the salesperson how to refresh the forecast.

Proposed solution: Update the Opportunity Forecast Category Mapping process.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/keep-forecast-data-up-to-date>

QUESTION 5

HOTSPOT

You need to configure the RFQ Won/Loss chart.

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

NOTE: Each correct selection is worth one point.

Hot Area:



Chart requirement

Configuration

Type of chart

	▼
Column	
Pie	
Funnel	

Horizontal Category Axis label

	▼
Actual Close Date	
Status	
Created on	
Est. Close Date	

Won data series value

	▼
Actual Revenue	
Est. Revenue	
Predictive Score	
Goal target	

Lost data series value

	▼
Actual Revenue	
Est. Revenue	
Predictive Score	
Goal target	

Correct Answer:



Chart requirement

Configuration

Type of chart

▼

Column
Pie
Funnel

Horizontal Category Axis label

▼

Actual Close Date
Status
Created on
Est. Close Date

Won data series value

▼

Actual Revenue
Est. Revenue
Predictive Score
Goal target

Lost data series value

▼

Actual Revenue
Est. Revenue
Predictive Score
Goal target

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