

# MB-210<sup>Q&As</sup>

Microsoft Dynamics 365 Sales

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#### **QUESTION 1**

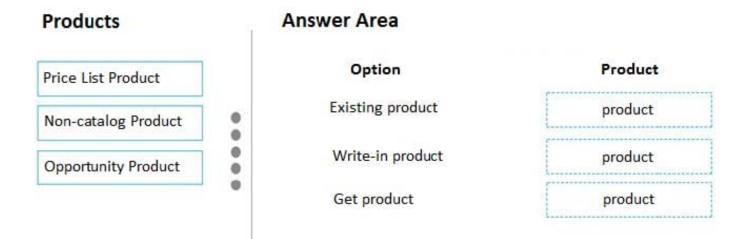
**DRAG DROP** 

You need to create invoices for all customers.

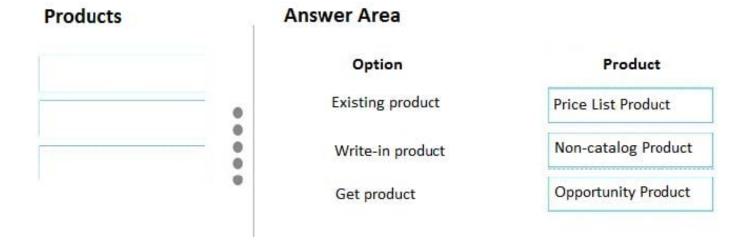
Which products should you use? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Select and Place:



Correct Answer:



#### **QUESTION 2**

DRAG DROP

A company implements Dynamics 365 Sales Insights.

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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	Field
Closed opportunities	
Open opportunities	

Correct Answer:



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Actual Value and Actual Close Date		ate		

## **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

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#### **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.

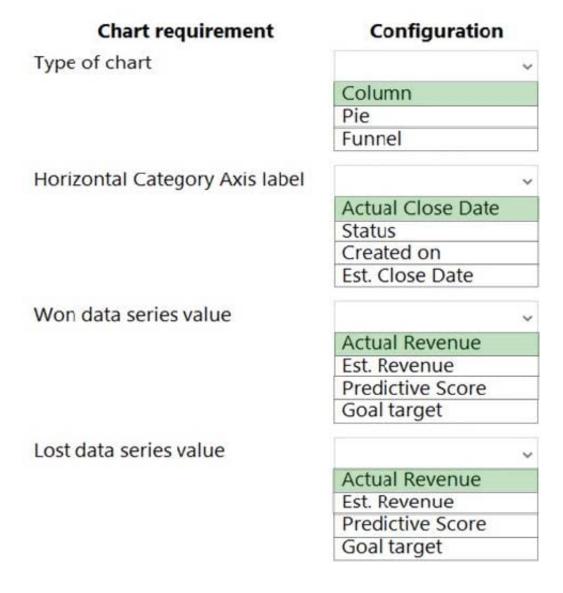
Hot Area:



# 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:





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