



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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**QUESTION 1****HOTSPOT**

A company sells telephones. The company has a list of telephone colors that customers can choose.

For one month, the company wants to sell a red phone at a special price.

You need to set up the red phone for the sales team.

How should you configure the product and price list items? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Requirement	Configuration
Allow the sales team to select the red phone.	<div><div></div><div>Create a red phone product.</div><div>Revise the telephone product.</div><div>Override the properties of the telephone.</div><div>Overwrite the properties of the telephone.</div></div>
Allow the sales team to select special pricing for the red phone.	<div><div></div><div>Create a price list item for the telephone.</div><div>Create a price list item for the red phone product.</div><div>Update the existing price list item for the telephone.</div><div>Update the telephone default price list to a price list that lasts one month.</div></div>

Correct Answer:

Requirement	Configuration
Allow the sales team to select the red phone.	<div><div></div><div>Create a red phone product.</div><div>Revise the telephone product.</div><div>Override the properties of the telephone.</div><div>Overwrite the properties of the telephone.</div></div>
Allow the sales team to select special pricing for the red phone.	<div><div></div><div>Create a price list item for the telephone.</div><div>Create a price list item for the red phone product.</div><div>Update the existing price list item for the telephone.</div><div>Update the telephone default price list to a price list that lasts one month.</div></div>

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-products>



QUESTION 2

You have opportunities that have values in multiple currencies. The currency exchange rate automatically updates.

You need to ensure that currency values are accurately reported.

When is the new currency exchange rate applied to the opportunity records?

- A. when a change is made to a currency field
- B. when a user opens the opportunity record
- C. when a user manually recalculates opportunity
- D. when the calculate rollup field system job for the msdyn_projectteam entity runs

Correct Answer: A

QUESTION 3

DRAG DROP

You are configuring Dynamics 365 Sales Insights.

You need to configure the system to meet the following requirements:

Use artificial intelligence (AI) to rate all open leads on whether they will convert to an opportunity.

Use AI to improve expected future sales numbers over the fiscal year.

Create a sequence of activities for each lead to help the salespeople improve sales.

Which feature should you configure? To answer, drag the appropriate features to the correct requirements. Each feature 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:



Answer Area

Features	Requirement	Feature
<input type="checkbox"/> Predictive lead scoring	Use AI to rate all open leads on whether they will convert to an opportunity.	<input type="text"/>
<input type="checkbox"/> Premium forecasting	Use AI to improve expected future sales numbers over the fiscal year.	<input type="text"/>
<input type="checkbox"/> Sales accelerator	Create a sequence of activities for each lead to help the salespeople improve sales.	<input type="text"/>
<input type="checkbox"/> Productivity intelligence		

Correct Answer:

Answer Area

Features	Requirement	Feature
<input type="text"/>	Use AI to rate all open leads on whether they will convert to an opportunity.	<input type="checkbox"/> Predictive lead scoring
<input type="text"/>	Use AI to improve expected future sales numbers over the fiscal year.	<input type="checkbox"/> Premium forecasting
<input type="text"/>	Create a sequence of activities for each lead to help the salespeople improve sales.	<input type="checkbox"/> Sales accelerator
<input type="checkbox"/> Productivity intelligence		

QUESTION 4

HOTSPOT

You are a Dynamics 365 Sales administrator for a venue. Customers book series of events in the venue. The series of events are children of a main event.

The sales manager wants to forecast the revenue for each customer's main event by rolling up the forecasts of the children of each main event.

You need to configure the forecast.

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

NOTE: Each correct selection is worth one point.

Hot Area:

**Answer Area****Step****Configuration**

Configure a relationship definition.

▼

account
opportunity
contact
product

Select the top of the hierarchy.

▼

customer name
main event record
parent opportunity field
opportunity entity

Correct Answer:

Answer Area**Step****Configuration**

Configure a relationship definition.

▼

account
opportunity
contact
product

Select the top of the hierarchy.

▼

customer name
main event record
parent opportunity field
opportunity entity

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/configure-forecast-using-custom-rollup-entity>

QUESTION 5**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>

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