

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

You need to make the appropriate change to the system to ensure that statistics are correct in time for each manager/salesperson meeting. What should you do?

- A. Create a workflow for the Goals entity
- B. In the Goals section of App Settings, select Actuals
- C. In the Business Management section of Settings, configure Goal Metrics
- D. In the Goals Settings section of App Settings, select Rollup recurrence

Correct Answer: D

The number of tickets each salesperson sells must be totalled only at the end of the month, before the monthly meeting between the salesperson and their manager. Salespeople must not be able to check the quantity sold in the system daily.

QUESTION 3

A company uses Dynamics 365 Sales.

The sales manager wants leads to automatically route to the salesperson who has the fewest leads.

You need to automate the process.

What should you set up?

- A. assignment rule
- B. assistant
- C. sequence
- D. playbook
- E. business process flow

Correct Answer: A

QUESTION 4

DRAG DROP

You manage Dynamics 365 Sales. You have a sales territory named SalesTerritoryA, which has an associated manager.

You need to create a new sales territory named SalesTerritoryB and assign the SalesTerritoryA manager to SalesTerritoryB.

Which four actions should you perform in sequence? To answer, move the appropriate actions from the list of actions to the answer area and arrange them in the correct order.

NOTE: More than one order of answer choices is correct. You will receive credit for any of the correct orders you select.

Select and Place:

Actions

- Add members.
- Replace the manager from SalesTerritoryA with another manager.
- Change the name of SalesTerritoryA to SalesTerritoryB.
- Associate the manager from SalesTerritoryA.
- Create a new sales territory.

Answer Area

Empty answer area with four red-bordered boxes and navigation arrows.

Correct Answer:

Actions

-
-
- Change the name of SalesTerritoryA to SalesTerritoryB.
-
-

Answer Area

Answer area with four blue-bordered boxes containing the correct sequence of actions: Replace the manager from SalesTerritoryA with another manager., Create a new sales territory., Associate the manager from SalesTerritoryA., and Add members.

QUESTION 5

You manage a Dynamics 365 environment. You plan to implement business process flows from AppSource.

You need to ensure that a user can install the business process flows.

What should you do?

- A. Assign the Dynamics 365 System Customizer role to the user
- B. Assign the Common Data Service User role to the user
- C. In the Power Apps Admin center, assign Environment Maker permissions to the user
- D. In the Office 365 Admin center, assign Application proxy permissions to the user

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/add-ready-use-business-processes>

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