

MB-210^{Q&As}

Microsoft Dynamics 365 Sales

Pass Microsoft MB-210 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.leads4pass.com/mb-210.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Microsoft
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



QUESTION 1

HOTSPOT

You need to manage existing RFQs.

What should you do? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Requirement	Action
Provide CompanyB with pricing.	<div style="border: 1px solid #ccc; padding: 5px;"><div style="text-align: right; border-bottom: 1px solid #ccc;">▼</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Create a quote for each country.</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Create a quote for each opportunity.</div><div style="padding: 2px;">Create a quote for each product bundle.</div></div>
Update the quotes with discontinued products.	<div style="border: 1px solid #ccc; padding: 5px;"><div style="text-align: right; border-bottom: 1px solid #ccc;">▼</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Revise the quote and activate it.</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Revise the product catalog and activate the quote.</div><div style="padding: 2px;">Convert the quote to an order.</div></div>
Update the quote for CompanyC.	<div style="border: 1px solid #ccc; padding: 5px;"><div style="text-align: right; border-bottom: 1px solid #ccc;">▼</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Create a new quote.</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Revise the quote and change the currency to CAD.</div><div style="padding: 2px;">Convert the quote to an order.</div></div>

Correct Answer:

Requirement	Action
Provide CompanyB with pricing.	<div style="border: 1px solid #ccc; padding: 5px;"><div style="text-align: right; border-bottom: 1px solid #ccc;">▼</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Create a quote for each country.</div><div style="border-bottom: 1px solid #ccc; padding: 2px; background-color: #e0ffe0;">Create a quote for each opportunity.</div><div style="padding: 2px;">Create a quote for each product bundle.</div></div>
Update the quotes with discontinued products.	<div style="border: 1px solid #ccc; padding: 5px;"><div style="text-align: right; border-bottom: 1px solid #ccc;">▼</div><div style="border-bottom: 1px solid #ccc; padding: 2px; background-color: #e0ffe0;">Revise the quote and activate it.</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Revise the product catalog and activate the quote.</div><div style="padding: 2px;">Convert the quote to an order.</div></div>
Update the quote for CompanyC.	<div style="border: 1px solid #ccc; padding: 5px;"><div style="text-align: right; border-bottom: 1px solid #ccc;">▼</div><div style="border-bottom: 1px solid #ccc; padding: 2px; background-color: #e0ffe0;">Create a new quote.</div><div style="border-bottom: 1px solid #ccc; padding: 2px;">Revise the quote and change the currency to CAD.</div><div style="padding: 2px;">Convert the quote to an order.</div></div>

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/ts-currency-pricelist>

QUESTION 2

A company manually assigns leads to salespeople.

The sales manager requires automated lead assignment rules. An administrator enables the feature. However, you are unable to access the Assignment rules area.

You need to request access from the administrator.

Which security role should you request?

- A. Vice President of Sales
- B. Playbook Manager
- C. Sequence Manager
- D. Sales Manager

Correct Answer: D

QUESTION 3

A company uses Dynamics 365 Sales. You are redesigning the main form.

Sales representatives for the company require a slider for a probability column where they enter a customer's opportunity. The sales representatives want to avoid custom development.

You need to configure the form.

What should you do?

- A. Embed a Power BI report in the form.
- B. Add a Power Apps component framework (PCF) control to the form.
- C. Create a business rule.
- D. Change the column type to calculated.
- E. Add JavaScript.

Correct Answer: B

QUESTION 4

HOTSPOT

You need to configure territories and membership.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Territories

Configuration

Number of territories to set up

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

	▼
Each salesperson should be added to a single territory	
They should be added to all territories	
A special territory should be created, and they should be added to it	

Correct Answer:

Answer Area

Territories

Configuration

Number of territories to set up

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

	▼
Each salesperson should be added to a single territory	
They should be added to all territories	
A special territory should be created, and they should be added to it	

Reference: <https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geographical-area>

QUESTION 5

You need to configure pricing for the Contoso, Ltd. invoice. What should you do?

A. Set the Invoice Product to Override Price

B. Set the Invoice Product to Use Default

C. Configure an end date for the price list

Correct Answer: A

[MB-210 PDF Dumps](#)

[MB-210 VCE Dumps](#)

[MB-210 Exam Questions](#)