

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

Microsoft Dynamics 365 Sales

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## QUESTION 1

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

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## QUESTION 2

You need to configure the system for all the large quantity pricing requirements. What should you do?

- A. Create a workflow for price list
- B. Create a quote with a write-in product
- C. Create an opportunity.
- D. Create a product catalog

Correct Answer: D

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-product-catalog-walkthrough>

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## 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

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## QUESTION 4

### HOTSPOT

A company uses Dynamics 365 Sales to track activities. The sales department plans to use leads.

You need to determine:

1.

Which activities convert to leads.

2.

Which field carries over from the activity to the lead.

Which feature 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

### Requirement

### Feature

Which activity type can users convert to leads?

	▼
Task	
Email	
Phone Call	
Appointment	

Which field carries over from the activity to the lead?

	▼
Subject	
Regarding	
Start Date	
Existing Contact	

Correct Answer:

## Answer Area

### Requirement

Which activity type can users convert to leads?

	▼
Task	
Email	
Phone Call	
Appointment	

### Feature

Which field carries over from the activity to the lead?

	▼
Subject	
Regarding	
Start Date	
Existing Contact	

Reference: <https://community.learnmsdynamics.com/post/how-to-create-leads-in-microsoft-dynamics-365-5f157032469b481ed3ad3caa>

### QUESTION 5

You are implementing Dynamics 365 Sales Insights for a company.

Sales team members must be able to view information about customers that have made purchases before and who will most likely purchase products again.

You need to set up this functionality.

What should you configure?

- A. Relationship analytics
- B. Customer Insights
- C. Sales accelerator
- D. Power Automate

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/ai/sales/relationship-analytics>

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