

MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

You need to resolve the issue for PreferredCustomerA. What should you create?

- A. a product bundle for each country
- B. a playbook category
- C. a price list for the currency of each country
- D. a product catalog for each country
- E. a discount list for Preferred Customers

Correct Answer: C

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

QUESTION 2

You are a salesperson using Dynamics 365 Sales. You need to add a product line item in an opportunity. What should you do first in the opportunity?

- A. Configure units.
- B. Add a price list.
- C. Add a product name.
- D. Specify revenue.

Correct Answer: B

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-professional/add-products-opportunity-sp>

QUESTION 3

You need to configure the system to handle all ticket sales. What should you configure?

- A. Discount Lists
- B. Product Bundles
- C. Product Catalog Settings
- D. Goals

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-discount-list>

QUESTION 4

An organization attends a tradeshow and identifies several leads.

One specific lead wants to make a purchase in the next week.

You need to create an invoice.

At which stage can you create the invoice?

- A. Lead
- B. Order
- C. Opportunity
- D. Quote

Correct Answer: B

QUESTION 5

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while

others might not have a correct solution.

After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You use business process flows for all Dynamics 365 opportunities.

Some opportunities are closed before business process flow durations are calculated.

You need to ensure that business process flow duration values are calculated.

Solution: On the last stage of the business process flow, select Finish.

Does the solution meet the goal?

- A. Yes
- B. No

Correct Answer: A

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