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Microsoft

MB-210

Microsoft Dynamics 365 for Sales



<https://killexams.com/pass4sure/exam-detail/MB-210>

Question: 373

You are Dynamics 365 for Sales administrator.

Sales representatives must enter estimated revenue only as an exception.

You need to ensure that estimated revenue for opportunities is automatically calculated.

What should you do?

- A . In the System Settings sales tab, change the default revenue type to System Calculated
- B . In custom controls, change the default revenue setting to System Calculated
- C . In Personalization settings for each user, change the default revenue type to System Calculated
- D . In Opportunities, change the default value of the revenue type to System Calculated

Answer: D

Question: 374

HOTSPOT

You are a Dynamics 365 for Sales environment.

You need to implement the Social Selling Assistant.

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

NOTE: Each correct selection is worth one point.

Requirement	Technology or feature		
Install and configure additional required software.	<div data-bbox="1279 1306 1333 1354">▼</div> <table border="1"><tr><td data-bbox="688 1360 1325 1400">Social engagement</td></tr><tr><td data-bbox="688 1404 1325 1444">Dynamics 365 AI for Sales</td></tr></table>	Social engagement	Dynamics 365 AI for Sales
Social engagement			
Dynamics 365 AI for Sales			
Ensure that Social Assistant can be used on a dashboard	<div data-bbox="1279 1497 1333 1545">▼</div> <table border="1"><tr><td data-bbox="688 1551 1325 1591">Relationship Assistant</td></tr><tr><td data-bbox="688 1596 1325 1635">Search topics</td></tr></table>	Relationship Assistant	Search topics
Relationship Assistant			
Search topics			

Answer:

Requirement

Technology or feature

Install and configure additional required software.

	▼
Social engagement	
Dynamics 365 AI for Sales	

Ensure that Social Assistant can be used on a dashboard

	▼
Relationship Assistant	
Search topics	

Question: 375

DRAG DROP

You use opportunities with business process flows in Dynamics 365.

You do not have insight into the amount of time spent per process and when the last stage became active.

You need to create views and charts that give you this insight and that allow you to track by the owner of the opportunity.

Which three 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.

Actions

Answer Area

Create a view of the business process flow entity and include duration and Active Stage Started On

Add the owner field from the opportunity to the view

Add the duration and active stage started on the view of the opportunity

Create a chart on the business process flow entity and add the new view to include the needed fields

Create a new of the opportunity entity and include the owner field

Create a chart on the opportunity entity and use the new view to include the necessary fields

Answer:

Actions

Create a view of the business process flow entity and include duration and Active Stage Started On

Add the owner field from the opportunity to the view

Add the duration and active stage started on the view of the opportunity

Create a chart on the business process flow entity and add the new view to include the needed fields

Create a new of the opportunity entity and include the owner field

Create a chart on the opportunity entity and use the new view to include the necessary fields

Answer Area

Create a view of the business process flow entity and include duration and Active Stage Started On

Create a new of the opportunity entity and include the owner field

Add the owner field from the opportunity to the view

Question: 376

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the currency decimal precision and currency display options.

Does the solution meet the goal?

- A . Yes
- B . No

Answer: A

Question: 377

You are a Dynamics 365 for Sales system customizer.

You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form.

Solution: Use Unified Interface apps.

Does the solution meet the goal?

- A . Yes
- B . No

Answer: B

Explanation:

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controlsforms>

Question: 378

You are a Dynamics 365 administrator.

A sales manager changes the target goal for a salesperson from \$26,000.00 to \$20,000.00.

However, the

currency symbol changes from \$ to £. Other managers are not experiencing this issue.

You need to fix the currency symbol for the sales manager.

What should you change?

- A . the default currency in personal options
- B . the currencies in settings
- C . the currency display option in system settings
- D . the current format in personal options

Answer: A

Question: 379

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the default currency.

Does the solution meet the goal?

- A . Yes
- B . No

Answer: B

Question: 380

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

Answer: A

Question: 381

HOTSPOT

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

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

Which actions should you perform? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Task	Action
Configure security	Assign the user the Office 365 Global Admin role
	Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation
	Publish all customizations

Answer:

Task	Action
Configure security	Assign the user the Office 365 Global Admin role
	Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation
	Publish all customizations

Question: 382

DRAG DROP

You are a Dynamics 365 administrator.

You need to configure action cards in Relationship Assistant.

Which action card should you enable for each scenario? To answer, drag the appropriate action cards to the correct scenarios. Each action card 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.

Action cards

Base
Email from Microsoft Exchange
Email engagement
Today

Answer Area

Scenario	Action card
Upcoming meeting reminder	Action card
An email is opened	Action card

Answer:

Action cards

Base
Email from Microsoft Exchange
Email engagement
Today

Answer Area

Scenario	Action card
Upcoming meeting reminder	Email from Microsoft Exchange
An email is opened	Email engagement

Explanation:

References:

<https://community.dynamics.com/crm/b/crmpowerobjects/archive/2018/12/31/enable-and-configure-relationship-assistant>

Question: 383

You work for a company using Dynamics 365 for Sales.

When customers call the company, they must provide their quote number. Customers report that quote numbers are too long.

You need to shorten quote numbers to the minimum possible length.

What should you do?

- A . Change the field type from auto number to decimal number
- B . Reduce the auto number prefix to one character
- C . Reduce the suffix length to four characters
- D . Ensure that the prefix setting is read-only

Answer: B

Explanation:

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/change-auto-number-prefixcontract-case-article-quote-order-invoice-campaign-category-knowledge-articles>

Question: 384

DRAG DROP

You manage the Dynamics 365 environment for Contoso, Ltd. A rule automatically creates a lead associated with an email when an email is sent to [\[email protected\]](#)

You need to ensure that the marketing manager receives an email each time an email request is sent to [\[email protected\]](#)

How should you configure the rule? To answer, drag the appropriate actions to the correct requirements. Each action 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.

Actions

- Create a business process flow
- Create a child workflow
- Create a real-time workflow

Answer Area

Requirement

- Create an email.
- Send the email.

Action

- Action
- Action

Answer:

Actions

- Create a business process flow
- Create a child workflow
- Create a real-time workflow

Answer Area

Requirement

- Create an email.
- Send the email.

Action

- Create a real-time workflow
- Create a child workflow

Question: 385

HOTSPOT

You are a Dynamics 365 for Sales administrator. You have an interactive experience leads dashboard.

You need to create a filtered view of the dashboard.

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

NOTE: Each correct selection is worth one point.

Action

Option

View the required charts.

	▼
Select Open Views	
Select Show Visual Filter	
Select Show Global Filter	

Save the dashboard filters.

	▼
Use Visual Filter	
Use Global Filter	

Answer: :

Action

Option

View the required charts.

	▼
Select Open Views	
Select Show Visual Filter	
Select Show Global Filter	

Save the dashboard filters.

	▼
Use Visual Filter	
Use Global Filter	

Question: 386

DRAG DROP

You manage a Dynamics 365 for Sales environment.

You need to automatically create records for salespeople when they complete phone call activities.

Which three 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.

Actions

Open Settings
Open Data Management
Open Business Management
Open Service Management
Configure Automatic Record Creation and Update Rules

Answer Area

Answer:

Actions

Open Settings
Open Data Management
Open Business Management
Open Service Management
Configure Automatic Record Creation and Update Rules

Answer Area

Open Settings
Open Service Management
Configure Automatic Record Creation and Update Rules

Explanation:

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customer-service/set-up-rules-to-automatically-create-or-update-records>

Question: 387

DRAG DROP

You are configuring Dynamics 365 for Sales. Your organization has a five-stage sales process comprised of leads, opportunities, client validation, quotes, and orders.

You need to ensure that salespeople can move through the sales process and view progress.

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.

Actions

- Select **Customize the System**
- Select **Web Resources**
- Create a dialog
- Create a process flow
- Select **Customizations**
- Select **Processes**

Answer Area

Answer:

Actions

- Select **Customize the System**
- Select **Web Resources**
- Create a dialog
- Create a process flow
- Select **Customizations**
- Select **Processes**

Answer Area

- Select **Customize the System**
- Select **Customizations**
- Select **Processes**
- Create a process flow

Question: 388

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the currency code and symbol so that both are displayed.

Does the solution meet the goal?

A . Yes

B . No

Answer: B



SAMPLE QUESTIONS

*These questions are for demo purpose only. **Full version is up to date and contains actual questions and answers.***

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