MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

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

Correct Answer: A

QUESTION 2

HOTSPOT

You need to create a discount list for ticket sales.

Which pricing methods should you use? To answer, select the appropriate method in the dialog box in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Alumni

▼
Percent Markup – Current Cost
Percent Margin – Current Cost
Percent Margin – Standard Cost

Non-alumni

▼
Percent Markup – Current Cost
Percent Margin – Current Cost
Percent Margin – Standard Cost

Correct Answer:

Alumni

Percent Markup – Current Cost
Percent Margin – Current Cost
Percent Margin – Standard Cost

Non-alumni

Percent Markup – Current Cost
Percent Margin – Current Cost
Percent Margin – Standard Cost

QUESTION 3

A company measures their sales team on the number of appointments they make in a fiscal year.

The company needs to be able to track how many appointments have been scheduled by each salesperson.

You need to ensure the sales representatives are achieving their appointment targets.

What should you configure?

A. A goal for each salesperson with metric type to set to amount for number of appointments made

B. A goal for each salesperson with metric type set to count for each customer

C. A goal for each salesperson with metric type set to count for number of appointments made

D. A view with the revenue for each salesperson

E. A view with the appointments for each salesperson

Correct Answer: C

Reference: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-goal-metric

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QUESTION 4

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 are a Dynamics 365 Sales system administrator.

The sales team wants to use automated conversation starters.

You need to ensure that the controls are available to developers.

Solution: Create a subscription to Microsoft Relationship Sales, enable JavaScript, and disable pop-up blockers.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: A

QUESTION 5

A company uses Dynamics 365 Sales Insights predictive modeling.

The prediction accuracy score no longer meets the company\\'s standards.

You need to resolve this issue.

What should you do?

A. Change the business process flow that it is referencing.

B. Retrain the model.

C. Add a new model.

D. Refresh the data.

Correct Answer: B