



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

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 2

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?

Feature

	▼
Task	
Email	
Phone Call	
Appointment	

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 3

A company uses special pricing for bulk purchases of products.

A sales team member cannot create pricing lists for preferred customers.

You need to set up a discount price list.

What are three possible security roles that can be used? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Sales Team Member
- B. Vice President of Sales
- C. Sales Manager
- D. CEO-Business Manager
- E. President of Sales



Correct Answer: BCD

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

QUESTION 4

A company uses Dynamics 365 App for Outlook for all Dynamics 365 Sales users.

Some salespeople want to automatically track and link emails to Dynamics 365 Sales records.

You need to assist salespeople with automatic email tracking.

What should you do?

- A. Ask an administrator to enable the automatic tracking setting.
- B. Ensure that the email recipient address is the same as the one in Dynamics 365 Sales.
- C. In the Dynamics 365 App for Outlook, set up tracking in personal options.
- D. Set up tasks in Outlook.

Correct Answer: C

QUESTION 5

You are updating a price list item in Dynamics 365 Sales.

You need to manually enter the price of a product for a price list item.

Which pricing method should you use?

- A. Percent of List
- B. Percent Markup - Current Cost
- C. Percent Margin - Standard Cost
- D. Currency Amount

Correct Answer: D

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