



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

HOTSPOT

You need to configure territories and membership.

Which configurations 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

Territories	Configuration
Number of territories to set up	<div><div></div><div>▼</div><div>4</div><div>5</div><div>6</div><div>7</div></div>
Add Salesperson1 and Salesperson2	<div><div></div><div>▼</div><div>Each salesperson should be added to a single territory</div><div>They should be added to all territories</div><div>A special territory should be created, and they should be added to it</div></div>

Correct Answer:

Answer Area

Territories	Configuration
Number of territories to set up	<div><div></div><div>▼</div><div>4</div><div>5</div><div>6</div><div>7</div></div>
Add Salesperson1 and Salesperson2	<div><div></div><div>▼</div><div>Each salesperson should be added to a single territory</div><div>They should be added to all territories</div><div>A special territory should be created, and they should be added to it</div></div>

Reference: <https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geographical-area>



QUESTION 2

You manage a Dynamics 365 Sales environment.

You need to ensure that all possible activities are automatically converted to leads by using the record creation rule.

Which three activities can you convert to leads? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Service activity
- B. Email
- C. Phone call
- D. Task
- E. Custom activity

Correct Answer: ABE

QUESTION 3

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>

QUESTION 4

You need to implement dashboards. Which URL should you use?

- A. <https://bellowscollege.com.dynamics.com>
- B. <http://bellowscollege.com.dynamics.com>
- C. <https://crm.bellowscollege.dynamics.com>
- D. <https://bellowscollege.dynamics.com>



Correct Answer: A

Reference: <https://carldesouza.com/install-power-bi-dynamics-365-content-pack/>

QUESTION 5

DRAG DROP

You manage a Dynamics 365 Sales environment for an organization.

You need to edit the display name of a business process flow.

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.

Select and Place:

Actions

Navigate to Opportunities and select the Flow option.

Select a Business Process Flow.

Navigate to Processes.

Edit the Process name.

Answer Area

Correct Answer:

Actions

Navigate to Opportunities and select the Flow option.

Select a Business Process Flow.

Navigate to Processes.

Edit the Process name.

Answer Area

Navigate to Processes.

Navigate to Processes.

Edit the Process name.

Reference: <https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/create-business-process-flow?view=op-9-1>

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