



# MB-210<sup>Q&As</sup>

Microsoft Dynamics 365 Sales

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### QUESTION 1

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 and enable JavaScript and pop-up blockers.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

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### QUESTION 2

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>

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### QUESTION 3

You need to resolve the sales manager's issue regarding private box customers. What should you do?

A. Convert all incoming phone calls to leads.



B. Convert the sales manager's emails to opportunities.

C. Convert the sales manager's emails to leads.

D. Convert the dean's phone call to an opportunity.

Correct Answer: C

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#### QUESTION 4

You are implementing Dynamics 365 Sales Insights for a company.

Sales team members must be able to view information about customers that have made purchases before and who will most likely purchase products again.

You need to set up this functionality.

What should you configure?

A. Relationship analytics

B. Customer Insights

C. Sales accelerator

D. Power Automate

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/ai/sales/relationship-analytics>

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#### QUESTION 5

A company uses Dynamics 365 Sales.

You need to email a quote to a customer.

When user interface option should you use?

A. Assign

B. Form Editor

C. Print Quote for Customer

D. Share

Correct Answer: C



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