



MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

HOTSPOT

You use opportunities with products and price lists in Dynamics 365 for Sales.

You need to add products that exist in PriceListA and PriceListB to an opportunity.

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

NOTE: Each correct selection is worth one point.

Hot Area:

Answer Area

Requirement	Action
Add the products to the opportunity.	<div style="border: 1px solid #ccc; padding: 5px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: flex-end; align-items: center;">▼</div> <div style="padding: 2px;"> <p>Add both price lists to the opportunity and add the products from both PriceListA and PriceListB</p> <p>Add the products from PriceListA, change to PriceListB, and add the remaining products</p> <p>Add the products to the opportunity and specify PriceListA or PriceListB on the product</p> </div> </div>
Select Recalculate on an opportunity.	<div style="border: 1px solid #ccc; padding: 5px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: flex-end; align-items: center;">▼</div> <div style="padding: 2px;"> <p>Each product is recalculated using the current list price both PriceListA and PriceListB</p> <p>The estimated revenue is recalculated according to the prices currently displayed on the product line items grid</p> <p>The products on the active price list in the opportunity are recalculated according to current list price</p> </div> </div>

Correct Answer:

Answer Area

Requirement	Action
Add the products to the opportunity.	<div style="border: 1px solid #ccc; padding: 5px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: flex-end; align-items: center;">▼</div> <div style="padding: 2px;"> <p>Add both price lists to the opportunity and add the products from both PriceListA and PriceListB</p> <p style="background-color: #e0ffe0;">Add the products from PriceListA, change to PriceListB, and add the remaining products</p> <p>Add the products to the opportunity and specify PriceListA or PriceListB on the product</p> </div> </div>
Select Recalculate on an opportunity.	<div style="border: 1px solid #ccc; padding: 5px;"> <div style="background-color: #f0f0f0; padding: 2px; display: flex; justify-content: flex-end; align-items: center;">▼</div> <div style="padding: 2px;"> <p>Each product is recalculated using the current list price both PriceListA and PriceListB</p> <p>The estimated revenue is recalculated according to the prices currently displayed on the product line items grid</p> <p style="background-color: #e0ffe0;">The products on the active price list in the opportunity are recalculated according to current list price</p> </div> </div>



QUESTION 2

A company uses Dynamics 365 for Sales.

You create a new quote and associate an opportunity to the quote.

You need to display all your items from the opportunity in the quote.

What should you do?

- A. Activate the quote
- B. Select Get Products from the command bar in the Quote entity
- C. Select Add Line Items on the Opportunity entity
- D. Select Recalculate from the command bar on the Opportunity entity

Correct Answer: B

QUESTION 3

You need to make the appropriate change to the system to ensure that statistics are correct in time for each manager/salesperson meeting. What should you do?

- A. Create a workflow for the Goals entity
- B. In the Goals section of App Settings, select Actuals
- C. In the Business Management section of Settings, configure Goal Metrics
- D. In the Goals Settings section of App Settings, select Rollup recurrence

Correct Answer: D

The number of tickets each salesperson sells must be totalled only at the end of the month, before the monthly meeting between the salesperson and their manager. Salespeople must not be able to check the quantity sold in the system daily.

QUESTION 4

HOTSPOT

You need to manage existing RFQs.

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

NOTE: Each correct selection is worth one point.

Hot Area:



Requirement	Action
Provide CompanyB with pricing.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: 0.8em;">▼</div> <div style="padding: 2px;">Create a quote for each country.</div> <div style="padding: 2px;">Create a quote for each opportunity.</div> <div style="padding: 2px;">Create a quote for each product bundle.</div> </div>
Update the quotes with discontinued products.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: 0.8em;">▼</div> <div style="padding: 2px;">Revise the quote and activate it.</div> <div style="padding: 2px;">Revise the product catalog and activate the quote.</div> <div style="padding: 2px;">Convert the quote to an order.</div> </div>
Update the quote for CompanyC.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: 0.8em;">▼</div> <div style="padding: 2px;">Create a new quote.</div> <div style="padding: 2px;">Revise the quote and change the currency to CAD.</div> <div style="padding: 2px;">Convert the quote to an order.</div> </div>

Correct Answer:

Requirement	Action
Provide CompanyB with pricing.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: 0.8em;">▼</div> <div style="padding: 2px;">Create a quote for each country.</div> <div style="padding: 2px; background-color: #e0ffe0;">Create a quote for each opportunity.</div> <div style="padding: 2px;">Create a quote for each product bundle.</div> </div>
Update the quotes with discontinued products.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: 0.8em;">▼</div> <div style="padding: 2px; background-color: #e0ffe0;">Revise the quote and activate it.</div> <div style="padding: 2px;">Revise the product catalog and activate the quote.</div> <div style="padding: 2px;">Convert the quote to an order.</div> </div>
Update the quote for CompanyC.	<div style="border: 1px solid #ccc; padding: 2px;"> <div style="text-align: right; font-size: 0.8em;">▼</div> <div style="padding: 2px; background-color: #e0ffe0;">Create a new quote.</div> <div style="padding: 2px;">Revise the quote and change the currency to CAD.</div> <div style="padding: 2px;">Convert the quote to an order.</div> </div>

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/ts-currency-pricelist>

QUESTION 5

A company uses Dynamics 365 Sales to create and manage opportunities, quotes and orders.

You need to ensure that the Actual Revenue field in an opportunity is automatically updated with the total amount from the quote.

What should you do?

- A. Convert the quote to an order. Set the value of the Calculate actual revenue from quotes option to Yes.
- B. Close the opportunity as won.
- C. Convert the quote to an order. Set the value of the Close Opportunity option to Yes.



D. Convert the quote to an order. Set the value of the Close Opportunity option to No.

Correct Answer: B

If you are converting quote into Order directly. Then this pop up will open with 4 options. There is only one option if you work from the opp window. Close as won. IF opp is open and you are entering directly from the quote screen and creating order then the screen will ask you if you want to close the oppo and calculate .

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