



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

Microsoft Dynamics 365 Sales

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### QUESTION 1

A company is implementing Dynamics 365 Sales. The company has ten products and four territories.

Each territory must have a price list specific for the territory and must use these prices as default product prices.

You need to configure the price lists for the territories.

What should you do?

- A. Create a product family with each product list four times. Include the territory price for each product list.
- B. Create a price list with a discount list for each territory.
- C. Create a price list for each territory and add a territory relationship record.
- D. Create one price list and margin for each territory.

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 2

#### HOTSPOT

You are a Dynamics 365 Sales administrator for a medical office. The office provides a new service for doctors to consult with patients online on a first come, first served basis. Patients are created as Contacts. Doctors can only view patient

records for patients in their care.

The doctors need to see a graph of all interactions with each patient.

You need to create an entity to log online interactions.

How should you configure the entity? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:



## Answer Area

### Entity requirement

### Configuration

Type

	▼
Virtual entity	
Custom activity	
Custom entity	

Ownership

	▼
Organization	
User or team	

Correct Answer:

## Answer Area

### Entity requirement

### Configuration

Type

	▼
Virtual entity	
Custom activity	
Custom entity	

Ownership

	▼
Organization	
User or team	

Reference:

<https://www.loganconsulting.com/blog/create-custom-activity-entities-in-dynamics-365-for-sales/>



<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/types-of-entities?view=op-9-1>

### QUESTION 3

#### 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>

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#### QUESTION 4

You need to configure a phone call activity for the dean.

To which value should you set the value of the Call With field?

- A. contact name
- B. stakeholder
- C. record owner
- D. dean

Correct Answer: A

Reference: <https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/basics/add-phone-call-task-email-appointment-activity-case-record>

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#### QUESTION 5

A battery manufacturer wants to sell their batteries in boxes of 12 and cases of 24 boxes. You need to set up a unit group so that the manufacturer can sell different quantities. What should you create first?

- A. related unit
- B. unit of measure
- C. primary unit
- D. base unit

Correct Answer: C

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-professional/create-unit-group-add-units>

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