Microsoft

MB-210
Microsoft Dynamics 365 Sales Functional Consultant

Questions And Answers PDF Format:

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Version = **Product**

Latest Version: 27.0

Question: 1

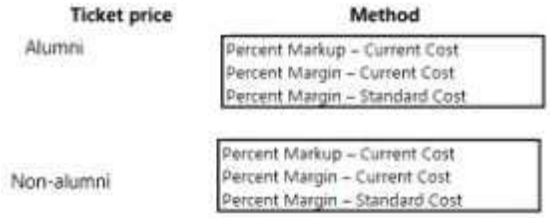
You need to configure pricing for the Contoso, Ltd. invoice.
What should you do?

A. Set the Invoice Product to Override Price
B. Set the Invoice Product to Use Default
C. Configure an end date for the price list

Answer: A

Question: 2

HOTSPOT
You need to create a discount list for ticket sales.
Which pricing methods should you use? To answer, select the appropriate method in the dialog box in the answer area.
NOTE: Each correct selection is worth one point.



Answer:

Answer Area

Question: 3

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

A. https://bellowscollege.crm.dynamics.com

B. http://bellowscollege.crm.dynamics.com
C. https://bellowscollege.dynamics.com
D. https://crm.bellowscollege.dynamics.com

Answer: A

Question: 4

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 lo opportunities.
C. Convert the sales manager's emails to leads.
D. Convert the dean's phone call to an opportunity.

Answer: A

Question: 5

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

Answer: A

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

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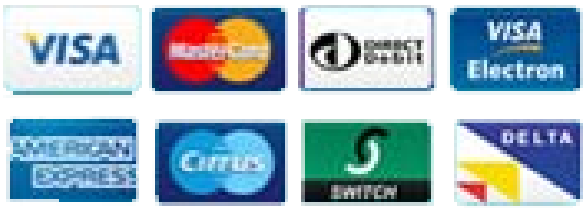
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