[2020-October-NewMB-210 Free Dumps Can Be Downloaded in Braindump2go[Q145-Q165

 2020/October MB-210 Exam Dumps with PDF and VCE Free Updated Today! Following are some new MB-210 Real Exam Questions!QUESTION 145Note: 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.   YesB.   NoAnswer: BQUESTION 146Note: 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, enable JavaScript, and disable pop-up blockers.Does the solution meet the goal?A.   YesB.   NoAnswer: AQUESTION 147Note: 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: Remove any subscriptions associated with Microsoft Relationship Sales and disable JavaScript.Does the solution meet the goal?A.   YesB.   NoAnswer: BQUESTION 148You are a Dynamics 365 administrator for a company. The company's fiscal year is April 1 through March 31. You need to create a system view for all users that displays data for the current fiscal year by default.What should you do?A.   Set up fiscal year settings and create a view in the default solutionB.   Use date ranges to create a view in the default solutionC.   Set up fiscal year settings and create a view from the advanced findD.   Use date ranges to create a view from the advanced findAnswer: AQUESTION 149You manage a Dynamics 365 environment. You plan to implement business process flows from AppSource.You need to ensure that a user can install the business process flows.What should you do?A.   Assign the Dynamics 365 System Customizer role to the userB.   Assign the Common Data Service User role to the userC.   In the Power Apps Admin center, assign Environment Maker permissions to the userD.   In the Office 365 Admin center, assign Application proxy permissions to the userAnswer: AExplanation:

https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/add-ready-use-business-processes
QUESTION 150You need to ensure that a user named User1 can assign salespeople to sales territories. The solution must use the principle of least privilege.To which security role should you assign User1?A.   Sales PersonB.   Knowledge ManagerC.   System CustomizerD.   CEO - Business ManagerAnswer: CQUESTION 151You manage a Dynamics 365 Sales environment. Many activities are associated with opportunities.Managers must be able to determine how the relationship with customers is trending for each opportunity.You need to implement a solution.Which solution should you implement?A.   Dynamics 365 for Sales content pack for Microsoft Power BIB.   Social Selling AssistantC.   LinkedIn Sales NavigatorD.   Sales InsightsE.   Relationship AssistantAnswer: DQUESTION 152You are a Dynamics 365 administrator for a dental office.You need to create a process in Sales Hub to ensure that team members perform the following actions:- Call patients to remind them about upcoming appointments.- Update patient contact information.What should you create?A.   a task flowB.   a business ruleC.   a calendarD.   an on-demand workflowAnswer: AQUESTION 153You 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 activityB.   EmailC.   Phone callD.   TaskE.   Custom activityAnswer: BCDQUESTION 154An order uses quote and order functionality in Dynamics 365 Sales. Multiple quotes may be provided to customers at one time. Quotes are revised often.Which two opportunities can you close as won? Each correct answer presents a complete solution.NOTE: Each correct selection is worth one point.A.   an opportunity that has quotes in the draft statusB.   an opportunity that has quotes in the won statusC.   an opportunity that has quotes in the active status D.   an opportunity that has quotes in the revised status reasonAnswer: BCQUESTION 155A 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.Answer: BExplanation:https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales QUESTION 156You manage a Dynamics 365 environment. Salespeople use a template from the Sales Hub to create quotes.A member of the sales team requests that you change the order in which columns display in customer quotes.You need to modify the quote template.What should you use?A.   template editorB.   mail merge templateC.   Microsoft Word templateD.   Report WizardAnswer: CQUESTION 157You are a system customizer in Dynamics 365 Sales.You need to set up product families.Which option is available?A.   Create a maximum of 10 child product familiesB.   Set a product bundle as a parent of a product familyC.   Add the product to multiple product familiesD.   Set a product property as an option setAnswer: DExplanation: https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/use-properties-describe-productQUESTION 158A company uses Dynamics 365 Sales.You attempt to add a product to an order, but the product cannot be located.You need to determine why the product is missing.What is the cause?A.   The product was not publishedB.   The product is missing required informationC.   The write-in option was not usedD.   The product was not listed in the quoteAnswer: AQUESTION 159You are a Dynamics 365 Sales administrator for an organization.The organization is no longer going to sell a product in the product catalog.You need to ensure that the product is no longer available for selection by sales staff.What should you do?A.   Retire the productB.   Edit the nameC. Delete the productAnswer: AExplanation:https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/retire-productQUESTION 160Hotspot QuestionYou have a dashboard that shows the number of completed calls and cancelled calls in a chart. Sales Representatives mark completed calls by using one of the following values: Wrong Number, Left Message, or Connected.You need to update the dashboard to display wrong phone numbers.How should you make the modification? To answer, select the appropriate options in the answer area.NOTE: Each correct selection is worth one point.

Answer:

QUESTION 161Hotspot QuestionYou manage a Dynamics 365 Sales environment.You need to create a dashboard that lists customers and their activities. The dashboard must include tiles that are permanently displayed.How should you configure the dashboard? To answer, select the appropriate options in the answer area.NOTE: Each correct selection is worth one point.

Answer Area

Element	Value
Type	▼
	Interactive Experience Dashboard
	Dashboard
Stream	▼
	Single stream
	Multi stream
Creation location	▼
	Home page
	Entity

Answer: **Answer Area**

Element	Value
Type	▼
	Interactive Experience Dashboard
	Dashboard
Stream	▼
	Single stream
	Multi stream
Creation location	▼
	Home page
	Entity

Explanation:
https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/configure-interactive-experience-dashboards QUESTION 162 Hotspot Question An organization uses Dynamics 365 Sales to manage customer relationships. When a potential customer submits an email inquiry, the system must create a lead record and send a response. You need to ensure that a lead record is created for the potential customer and a reply email is sent. How should you configure the environment? To answer, select the appropriate options in the answer area. NOTE: Each correct selection is worth one point **Answer Area**

Requirement	Action
Ensure an auto response is sent.	
	Configure a business process
Create a lead	
	Specify auto-response setting
	Specify conditions for record

Answer: **Answer Area**

Requirement	Action
Ensure an auto response is sent.	▼
	Configure a business process flow
Create a lead	▼
	Specify auto-response settings
	Specify conditions for record creation

Explanation:https://docs.microsoft.com/en-us/dynamics365/customer-service/set-up-rules-to-automatically-create-or-update-records
QUESTION 163Drag and Drop QuestionYou are a Dynamics 365 Sales administrator.You need to review an interactive dashboard for Accounts in the Sales Hub.For each scenario, which filter type should you use? To answer, drag the appropriate filter type to the correct scenario. Each source may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.NOTE: Each correct selection is worth one point.

Answer:

Explanation:https://docs.microsoft.com/en-us/dynamics365/customer-service/customer-service-hub-user-guide-dashboard
QUESTION 164Drag and Drop QuestionA company wants to use Dynamics 365 Sales with their internal phone system.You need to configure Dynamics 365 to use the softphone dialer.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.

Answer:

Explanation:https://docs.microsoft.com/en-us/dynamics365/ai/sales/integrate-sample-softphone
https://docs.microsoft.com/en-us/dynamics365/customer-service/channel-integration-framework/configure-channel-provider-channel-integration-frameworkQUESTION 165Hotspot QuestionA company wants to implement the Forecast Management feature in

Dynamics 365 Sales.The company plans to use the Opportunity Status Reason field to indicate that sales have closed. They want to use settings based on the organizational reporting structure. Salespeople must only see their own forecasts.You need to select the appropriate settings to meet the company's requirements.Which settings should you select? To answer, select the appropriate options in the answer area.NOTE: Each correct selection is worth one point.

Answer Area

Requirement	Setting
Hierarchical route	▼
	Owner
	User
	Contact
	Manager
Permissions - User Lookup field	▼
	User
	Manager
	Created By
	None

Answer: **Answer Area**

Requirement	Setting
Hierarchical route	▼
	Owner
	User
	Contact
	Manager
Permissions - User Lookup field	▼
	User
	Manager
	Created By
	None

 Explanation:https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/select-template-forecast
https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/provide-permissions-forecastResources From:1.2020 Latest
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Devoted to Helping You 100% Pass All Exams!