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**Microsoft**

# MB-210

*Microsoft Dynamics 365 for Sales*



<https://killexams.com/pass4sure/exam-detail/MB-210>

Question: 373

You are Dynamics 365 for Sales administrator.

Sales representatives must enter estimated revenue only as an exception.

You need to ensure that estimated revenue for opportunities is automatically calculated.

What should you do?

- A . In the System Settings sales tab, change the default revenue type to System Calculated
- B . In custom controls, change the default revenue setting to System Calculated
- C . In Personalization settings for each user, change the default revenue type to System Calculated
- D . In Opportunities, change the default value of the revenue type to System Calculated

Answer: D

Question: 374

HOTSPOT

You are a Dynamics 365 for Sales environment.

You need to implement the Social Selling Assistant.

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

NOTE: Each correct selection is worth one point.

| Requirement                                             | Technology or feature                                                                  |
|---------------------------------------------------------|----------------------------------------------------------------------------------------|
| Install and configure additional required software.     | <div><div></div><div>Social engagement</div><div>Dynamics 365 AI for Sales</div></div> |
|                                                         |                                                                                        |
| Ensure that Social Assistant can be used on a dashboard | <div><div></div><div>Relationship Assistant</div><div>Search topics</div></div>        |
|                                                         |                                                                                        |

Answer:

## Requirement

## Technology or feature

Install and configure additional required software.

|                           |   |
|---------------------------|---|
|                           | ▼ |
| Social engagement         |   |
| Dynamics 365 AI for Sales |   |

Ensure that Social Assistant can be used on a dashboard

|                        |   |
|------------------------|---|
|                        | ▼ |
| Relationship Assistant |   |
| Search topics          |   |

Question: 375

DRAG DROP

You use opportunities with business process flows in Dynamics 365.

You do not have insight into the amount of time spent per process and when the last stage became active.

You need to create views and charts that give you this insight and that allow you to track by the owner of the opportunity.

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.

## Actions

## Answer Area

Create a view of the business process flow entity and include duration and Active Stage Started On

Add the owner field from the opportunity to the view

Add the duration and active stage started on the view of the opportunity

Create a chart on the business process flow entity and add the new view to include the needed fields

Create a new of the opportunity entity and include the owner field

Create a chart on the opportunity entity and use the new view to include the necessary fields

Answer:

## Actions

Create a view of the business process flow entity and include duration and Active Stage Started On

Add the owner field from the opportunity to the view

Add the duration and active stage started on the view of the opportunity

Create a chart on the business process flow entity and add the new view to include the needed fields

Create a new of the opportunity entity and include the owner field

Create a chart on the opportunity entity and use the new view to include the necessary fields

## Answer Area

Create a view of the business process flow entity and include duration and Active Stage Started On

Create a new of the opportunity entity and include the owner field

Add the owner field from the opportunity to the view

### Question: 376

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the currency decimal precision and currency display options.

Does the solution meet the goal?

A . Yes

B . No

**Answer:** A

### Question: 377

You are a Dynamics 365 for Sales system customizer.

You need to set up LinkedIn Sales Navigator Lead (member profile) on the Lead form.

Solution: Use Unified Interface apps.

Does the solution meet the goal?

A . Yes

B . No

**Answer:** B

Explanation:

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controlsforms>

### Question: 378

You are a Dynamics 365 administrator.

A sales manager changes the target goal for a salesperson from \$26,000.00 to \$20,000.00.

However, the

currency symbol changes from \$ to £. Other managers are not experiencing this issue.

You need to fix the currency symbol for the sales manager.

What should you change?

- A . the default currency in personal options
- B . the currencies in settings
- C . the currency display option in system settings
- D . the current format in personal options

**Answer: A**

### Question: 379

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the default currency.

Does the solution meet the goal?

- A . Yes
- B . No

**Answer: B**

### Question: 380

You have opportunities that have values in multiple currencies. The currency exchange rate automatically updates.

You need to ensure that currency values are accurately reported.

When is the new currency exchange rate applied to the opportunity records?

- A . when a change is made to a currency field
- B . when a user opens the opportunity record
- C . when a user manually recalculates opportunity
- D . when the calculate rollup field system job for the msdyn\_projectteam entity runs

Answer: A

Question: 381

HOTSPOT

You manage a Dynamics 365 environment. You plan to implement business process flows from AppSource. You need to ensure that you can install the business process flows.

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

NOTE: Each correct selection is worth one point.

| Task               | Action                                                  |
|--------------------|---------------------------------------------------------|
| Configure security | <div></div>                                             |
|                    | Assign the user the Office 365 Global Admin role        |
|                    | Assign the Dynamics 365 System Customizer Security role |
| Deployment action  | <div></div>                                             |
|                    | Select the organization for installation                |
|                    | Publish all customizations                              |

Answer:

| Task               | Action                                                  |
|--------------------|---------------------------------------------------------|
| Configure security | <div></div>                                             |
|                    | Assign the user the Office 365 Global Admin role        |
|                    | Assign the Dynamics 365 System Customizer Security role |
| Deployment action  | <div></div>                                             |
|                    | Select the organization for installation                |
|                    | Publish all customizations                              |

Question: 382

DRAG DROP

You are a Dynamics 365 administrator.

You need to configure action cards in Relationship Assistant.

Which action card should you enable for each scenario? To answer, drag the appropriate action cards to the correct scenarios. Each action card 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.

**Action cards**

|                               |
|-------------------------------|
| Base                          |
| Email from Microsoft Exchange |
| Email engagement              |
| Today                         |

**Answer Area**

| Scenario                  | Action card |
|---------------------------|-------------|
| Upcoming meeting reminder | Action card |
| An email is opened        | Action card |

**Answer:****Action cards**

|                               |
|-------------------------------|
| Base                          |
| Email from Microsoft Exchange |
| Email engagement              |
| Today                         |

**Answer Area**

| Scenario                  | Action card                   |
|---------------------------|-------------------------------|
| Upcoming meeting reminder | Email from Microsoft Exchange |
| An email is opened        | Email engagement              |

Explanation:

References:

<https://community.dynamics.com/crm/b/crmpowerobjects/archive/2018/12/31/enable-and-configure-relationship-assistant>

**Question: 383**

You work for a company using Dynamics 365 for Sales.

When customers call the company, they must provide their quote number. Customers report that quote numbers are too long.

You need to shorten quote numbers to the minimum possible length.

What should you do?

- A . Change the field type from auto number to decimal number
- B . Reduce the auto number prefix to one character
- C . Reduce the suffix length to four characters
- D . Ensure that the prefix setting is read-only

**Answer: B**

Explanation:

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/change-auto-number-prefixcontract-case-article-quote-order-invoice-campaign-category-knowledge-articles>

Question: 384

DRAG DROP

You manage the Dynamics 365 environment for Contoso, Ltd. A rule automatically creates a lead associated with an email when an email is sent to [\[email protected\]](#)

You need to ensure that the marketing manager receives an email each time an email request is sent to [\[email protected\]](#)

How should you configure the rule? To answer, drag the appropriate actions to the correct requirements. Each action 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.

| Actions                        | Answer Area      |        |
|--------------------------------|------------------|--------|
|                                | Requirement      | Action |
| Create a business process flow |                  |        |
| Create a child workflow        | Create an email. | Action |
| Create a real-time workflow    | Send the email.  | Action |

Answer:

| Actions                        | Answer Area      |                             |
|--------------------------------|------------------|-----------------------------|
|                                | Requirement      | Action                      |
| Create a business process flow |                  |                             |
| Create a child workflow        | Create an email. | Create a real-time workflow |
| Create a real-time workflow    | Send the email.  | Create a child workflow     |

Question: 385

HOTSPOT

You are a Dynamics 365 for Sales administrator. You have an interactive experience leads dashboard.

You need to create a filtered view of the dashboard.

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

NOTE: Each correct selection is worth one point.

| Action                      | Option                    |
|-----------------------------|---------------------------|
| View the required charts.   | <div></div>               |
|                             | Select Open Views         |
|                             | Select Show Visual Filter |
|                             | Select Show Global Filter |
| Save the dashboard filters. | <div></div>               |
|                             | Use Visual Filter         |
|                             | Use Global Filter         |

Answer: :

| Action                      | Option                    |
|-----------------------------|---------------------------|
| View the required charts.   | <div></div>               |
|                             | Select Open Views         |
|                             | Select Show Visual Filter |
|                             | Select Show Global Filter |
| Save the dashboard filters. | <div></div>               |
|                             | Use Visual Filter         |
|                             | Use Global Filter         |

Question: 386

DRAG DROP

You manage a Dynamics 365 for Sales environment.

You need to automatically create records for salespeople when they complete phone call activities.

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.

## Actions

|                                                      |
|------------------------------------------------------|
| Open Settings                                        |
| Open Data Management                                 |
| Open Business Management                             |
| Open Service Management                              |
| Configure Automatic Record Creation and Update Rules |

## Answer Area

Answer:

## Actions

|                                                      |
|------------------------------------------------------|
| Open Settings                                        |
| Open Data Management                                 |
| Open Business Management                             |
| Open Service Management                              |
| Configure Automatic Record Creation and Update Rules |

## Answer Area

|                                                      |
|------------------------------------------------------|
| Open Settings                                        |
| Open Service Management                              |
| Configure Automatic Record Creation and Update Rules |

Explanation:

References:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customer-service/set-up-rules-to-automatically-create-or-update-records>

Question: 387

DRAG DROP

You are configuring Dynamics 365 for Sales. Your organization has a five-stage sales process comprised of leads, opportunities, client validation, quotes, and orders.

You need to ensure that salespeople can move through the sales process and view progress.

Which four 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.

**Actions**

|                                    |
|------------------------------------|
| Select <b>Customize the System</b> |
| Select <b>Web Resources</b>        |
| Create a dialog                    |
| Create a process flow              |
| Select <b>Customizations</b>       |
| Select <b>Processes</b>            |

**Answer Area**

Answer:

**Actions**

|                                    |
|------------------------------------|
| Select <b>Customize the System</b> |
| Select <b>Web Resources</b>        |
| Create a dialog                    |
| Create a process flow              |
| Select <b>Customizations</b>       |
| Select <b>Processes</b>            |

**Answer Area**

|                                    |
|------------------------------------|
| Select <b>Customize the System</b> |
| Select <b>Customizations</b>       |
| Select <b>Processes</b>            |
| Create a process flow              |

**Question: 388**

A company plans to move their headquarters from the United States to Europe.

You need to round all currency values to four decimal places and display the correct currency symbol.

Solution: Change the currency code and symbol so that both are displayed.

Does the solution meet the goal?

A . Yes

B . No

**Answer: B**

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