MICROSOFT MB-210

Microsoft Dynamics 365 Sales Certification Questions & Answers

Exam Summary – Syllabus –Questions

MB-210

Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate

40-60 Questions Exam – 700/1000 Cut Score – Duration of 120 minutes

Table of Contents:

Know Your MB-210 Certification Well:

The MB-210 is best suitable for candidates who want to gain knowledge in the Microsoft Dynamics 365. Before you start your MB-210 preparation you may struggle to get all the crucial Microsoft Dynamics 365 Sales materials like MB-210 syllabus, sample questions, study guide.

But don't worry the MB-210 PDF is here to help you prepare in a stress free manner.
The PDF is a combination of all your queries like-

- What is in the MB-210 syllabus?
- How many questions are there in the MB-210 exam?
- Which Practice test would help me to pass the MB-210 exam at the first attempt?

Passing the MB-210 exam makes you Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate. Having the Microsoft Dynamics 365 Sales certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Microsoft MB-210 Dynamics 365 Sales Certification Details:

Exam Name	Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate
Exam Code	MB-210
Exam Price	$165 (USD)
Duration	120 mins
Number of Questions	40-60
Passing Score	700 / 1000
Books / Training	**MB-210T01: Microsoft Dynamics 365 Sales**
Schedule Exam	**Pearson VUE**
Sample Questions	**Microsoft Dynamics 365 Sales Sample Questions**
Practice Exam	**Microsoft MB-210 Certification Practice Exam**

MB-210 Syllabus:

Topic	Details
Perform configuration (25-30%)	
Configure sales settings	- configure sales territories and hierarchical sales territories - configure auto number settings for cases, orders, and quotes - configure business settings including business closures, currencies, and fiscal years - configure sales security roles and access team templates - create and manage sales collateral
Configure processes	- configure duplicate detection rules - configure record creation rules - configure sales business process flows - create and manage playbooks
Create and configure sales visualizations	- configure template apps for Power BI - configure sales dashboards - design and create sales charts - design sales Advanced Find, Power BI, FetchXML, and Kanban reports, views, and visualizations
Manage core sales tables (45-50%)	
Create and manage accounts and contacts	- create and manage accounts - create and manage contacts - create and manage activities
Create and manage leads	- create and search for leads - convert activities to leads - perform lead qualification
Create and manage opportunities	- manage opportunities - track stakeholders, sales team members, and competitors - add product line items to opportunities - customize the Opportunity Close form
Create and manage sales order processes	- add quotes to opportunities - edit quotes in various stages - manage revisions to quotes - send quotes to customers - convert quotes to orders

Topic	Details
	- manage orders - manage invoices
Create and manage products and product catalogs	- create and manage products, product bundles, and product families - create and manage pricing lists - create and manage discount lists - create and manage unit groups
Configure additional tools and services (20-25%)	
Configure integration with external sales applications	- implement Relationship Sales - describe use cases for Customer Insights - implement Power BI template apps
Create and manage goals and forecasts	- configure and use forecasts - configure and use goals
Implement Sales Insights	- configure standard Sales Insights features - configure premium features including Notes Analysis, Who Knows Whom, and Conversation Intelligence - implement Sales Accelerator - implement premium forecasting - configure predictive scoring models

Microsoft MB-210 Sample Questions:

Question: 1

You are an administrator for a company that uses Dynamics 365 Sales. You change the out of the box opportunity sales business process flow and add a new stage.

The opportunities by pipeline phase chart does not show the new stage. You need the chart to show the new stage.

Which two actions should you perform?

Each correct answer presents part of the solution.

a) Select a category in the new stage on the business process flow.
b) Edit the chart and change the chart category to sales stage.
c) Add an option to the stage category option set.
d) Add an option to the opportunity sales stage option set.

Answer: a, c

Question: 2

You 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 solution
b) Use date ranges to create a view in the default solution
c) Set up fiscal year settings and create a view from the advanced find
d) Use date ranges to create a view from the advanced find

Answer: a

Question: 3

You are an administrator for a multi-national organization using Dynamics 365 Sales. Your sales team is organized by country with business units, teams, and sales territories.

You have a price list for each country. You sell in Euros (EUR). You need to configure sales so that the correct price lists are applied when creating opportunities.

Which three actions should you perform?

Each correct answer presents part of the solution.

a) Set the default currency in each sales users personal options.
b) Associate each sales user with a territory.
c) Associate price lists with one or more territories.
d) Set the manager for each territory to the administrator of each team.
e) Enable Allow selection of default price list for opportunity via inbuilt rule.

Answer: b, c, e

Question: 4

You use price lists in Dynamics 365 for Sales. Some price lists have expired. Users need to be able to continue to manage their opportunities. Which option is possible?

a) Users can add the expired price list to opportunities created prior to the expire date.
b) Users can add the expired price list to an opportunity but will see a warning.
c) Opportunities that use the expired price list can continue through their lifecycle.
d) Opportunities that use the expired price list will display a warning that prices must be replaced.

Answer: d

Question: 5

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

Question: 6

You need to create a chart for the athletic director. What should you do?

a) Use purchaser, markup, and margin on the X-axis. Use amount of sales on the Y-axis.
b) Use the ticket type as the X-axis. Use amount of sales on the Y-axis
c) Use the ticket type on the X-axis. Use margins multiplied by cost on Y-axis
d) Use discount price on the X-axis. Use the number of tickets for groups on the Y-axis.

Answer: b

Question: 7

You need to create the required number of orders for ClientA. How many orders should you create?

a) 1
b) 2
c) 3
d) 7

Answer: a

Question: 8

A company based in Mexico is setting up Dynamics 365 Sales. All price lists are in US dollars (USD). A sales representative sells products to customers in the United Kingdom and Spain.

You need to determine the currency for the quote. Which currency will the quote use?

a) Pound sterling
b) Euro
c) USD
d) Peso

Answer: c

Question: 9

An organization attends a tradeshow and identifies several leads. One specific lead wants to make a purchase in the next week. You need to create an invoice.

At which stage can you create the invoice?

a) Lead
b) Order
c) Opportunity
d) Quote

Answer: b

Question: 10

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

Answer: d

Study Guide to Crack Microsoft Dynamics 365 Sales MB-210 Exam:

- Getting details of the MB-210 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the MB-210 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Microsoft provided training for MB-210 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the MB-210 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on MB-210 practice tests is must. Continuous practice will make you an expert in all syllabus areas.