

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

Microsoft Dynamics 365 Sales

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**QUESTION 1**

A company uses Dynamics 365 Sales.

You need to configure the Sales Insights sales accelerator.

What should you create?

- A. Insight cards
- B. Leads
- C. Communication frequency
- D. Sequences

Correct Answer: C

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**QUESTION 2**

You are a Dynamics 365 Sales administrator for a car dealership. You create a custom Service entity.

Salespeople must be able to see all related appointments in the timeline. A salesperson creates an appointment but is unable to see any Service records available in the Regarding field. Salespeople have permission to view service record.

You need to ensure that the salesperson is able to connect the appointment to the service.

What should you do?

- A. Create a connection to the Service record.
- B. Add a timeline to the Service form.
- C. Enable activities on the Service entity.
- D. Assign privileges to Activities.

Correct Answer: C

Reference: <https://docs.microsoft.com/en-us/dynamics365/outlook-app/enable-a-custom-entity-to-appear-in-the-regarding-lookup>

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**QUESTION 3**

You modify the default form for salespeople in Dynamics 365 Sales. A US Citizen column has a type option of Yes or No.

The salespeople require a country/region column to appear only if the US Citizen column is set to No.

You need to enable the column to appear when the condition is met.

What should you configure?

- A. business process flow
- B. column with type as Choices
- C. column with type as Calculated
- D. business rule

Correct Answer: D

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#### QUESTION 4

##### HOTSPOT

An administrator configures Dynamics 365 Sales to use embedded intelligence. As part of the deployment, the following features are configured:

1.  
automated notification of a missed opportunity closing date
2.  
the web diem for sales is used for user communications
3.  
server-side synchronization configured to track incoming messages
4.  
automated meeting requests from incoming email messages

You need to determine which features are available for implementations of Microsoft Exchange.

Which product or products should you use for each feature? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Hot Area:

Feature	Product
automated notification of a missed opportunity closing date	Exchange Online Exchange on-premises both versions of Exchange
the web client for sales is used for user communications	Exchange Online Exchange on-premises both versions of Exchange
the web client for sales is used for user communications	Exchange Online Exchange on-premises both versions of Exchange
server-side synchronization configured to track incoming messages	Exchange Online Exchange on-premises both versions of Exchange
server-side synchronization configured to track incoming messages	Exchange Online Exchange on-premises both versions of Exchange
automated meeting requests from incoming email messages	Exchange Online Exchange on-premises both versions of Exchange
automated meeting requests from incoming email messages	Exchange Online Exchange on-premises both versions of Exchange

Correct Answer:

Feature	Product
automated notification of a missed opportunity closing date	Exchange Online Exchange on-premises both versions of Exchange
the web client for sales is used for user communications	Exchange Online Exchange on-premises both versions of Exchange
the web client for sales is used for user communications	Exchange Online Exchange on-premises both versions of Exchange
server-side synchronization configured to track incoming messages	Exchange Online Exchange on-premises both versions of Exchange
server-side synchronization configured to track incoming messages	Exchange Online Exchange on-premises both versions of Exchange
automated meeting requests from incoming email messages	Exchange Online Exchange on-premises both versions of Exchange
automated meeting requests from incoming email messages	Exchange Online Exchange on-premises both versions of Exchange

### QUESTION 5

Note: 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 for Sales system customizer.

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

Solution: Add the LinkedIn Sales Navigator Contact (member profile) control.

Does the solution meet the goal?

A. Yes

B. No

Correct Answer: B

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