

MB-210^{Q&As}

Microsoft Dynamics 365 Sales

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QUESTION 1

A company creates a new table named Locations.

The sales team wants the Locations table visible in the Sales Hub.

You need to make the Locations table visible.

What should you do?

- A. Add Location to the App Designer.
- B. Create a Location Sub Area.
- C. Create a Location Group.
- D. Add Location as an Area.

Correct Answer: A

QUESTION 2

DRAG DROP

You create a discount list for a company.

Two salespeople encounter the following issues when they create opportunities:

Salesperson1 does not see the discount on the opportunity line item.

Salesperson2 sees the discount applied to the line total instead of the unit price.

You need to ensure that discounts are applied properly.

What should you do? To answer, drag the appropriate actions to the correct issues. 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.

Select and Place:

| Actions | Answer Area | | | | | | |
|--|--|-------|--------|--|-------------------------------------|----------------------------------|-------------------------------------|
| <input type="text" value="Update system settings."/> | <table border="1"><thead><tr><th>Issue</th><th>Action</th></tr></thead><tbody><tr><td>Discount does not appear on the opportunity line item.</td><td><input type="text" value="Action"/></td></tr><tr><td>Discount is applied incorrectly.</td><td><input type="text" value="Action"/></td></tr></tbody></table> | Issue | Action | Discount does not appear on the opportunity line item. | <input type="text" value="Action"/> | Discount is applied incorrectly. | <input type="text" value="Action"/> |
| Issue | Action | | | | | | |
| Discount does not appear on the opportunity line item. | <input type="text" value="Action"/> | | | | | | |
| Discount is applied incorrectly. | <input type="text" value="Action"/> | | | | | | |
| <input type="text" value="Update the opportunity."/> | | | | | | | |
| <input type="text" value="Update the price list item."/> | | | | | | | |
| <input type="text" value="Update the opportunity product."/> | | | | | | | |

Correct Answer:

| Actions | Answer Area | | | | | | |
|--|--|-------|--------|--|--|----------------------------------|--|
| <input type="text"/> | <table border="1"><thead><tr><th>Issue</th><th>Action</th></tr></thead><tbody><tr><td>Discount does not appear on the opportunity line item.</td><td><input type="text" value="Update the price list item."/></td></tr><tr><td>Discount is applied incorrectly.</td><td><input type="text" value="Update system settings."/></td></tr></tbody></table> | Issue | Action | Discount does not appear on the opportunity line item. | <input type="text" value="Update the price list item."/> | Discount is applied incorrectly. | <input type="text" value="Update system settings."/> |
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| <input type="text" value="Update the opportunity."/> | | | | | | | |
| <input type="text"/> | | | | | | | |
| <input type="text" value="Update the opportunity product."/> | | | | | | | |

Reference: <https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/set-up-discount-list>

QUESTION 3

You manage Dynamics 365 Sales.

A sales representative must identify and track internal support resources. The resources may assume different roles for each opportunity.

You need to display the support resources with the appropriate role in the opportunity. What should you do?

- A. Add a new access team.
- B. On the System Settings sales tab, add the new custom roles in the Sales Team Roles list.
- C. Add a new connection role.
- D. On the Opportunity form, select the sales team subgrid, open the properties, and add the new custom roles.
- E. Add a new relationship role.

Correct Answer: B

QUESTION 4

You are a Dynamics 365 system customizer. You create a price list with related products. Sales team members use the

list to generate opportunities, quotes, and orders.

You need to create a product family.

What should you do?

- A. Add a new product family to an existing product family
- B. Delete the existing price list and create a new one
- C. Create a unit group for use with the product family
- D. Add a parent product family to an existing product family

Correct Answer: A

References: <https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-product-family>

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.

A customer recently visited one of your retail outlets. You created an opportunity for the customer for a large purchase.

The customer is now ready to complete the purchase.

You need to create a quote from the opportunity.

Solution: Qualify the opportunity.

Does the solution meet the goal?

- A. Yes
- B. No

Correct Answer: B

References: <https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quote-sales-order-invoice>