

# ***KTest***

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## **問題集**

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1年で無料進級することに提供する

**Exam : MB-210**

**Title : Microsoft Dynamics 365 for  
Sales**

**Version : DEMO**

1.You are a salesperson using Dynamics 365 for Sales. You need to be able to modify the product price on an active invoice that uses current pricing.

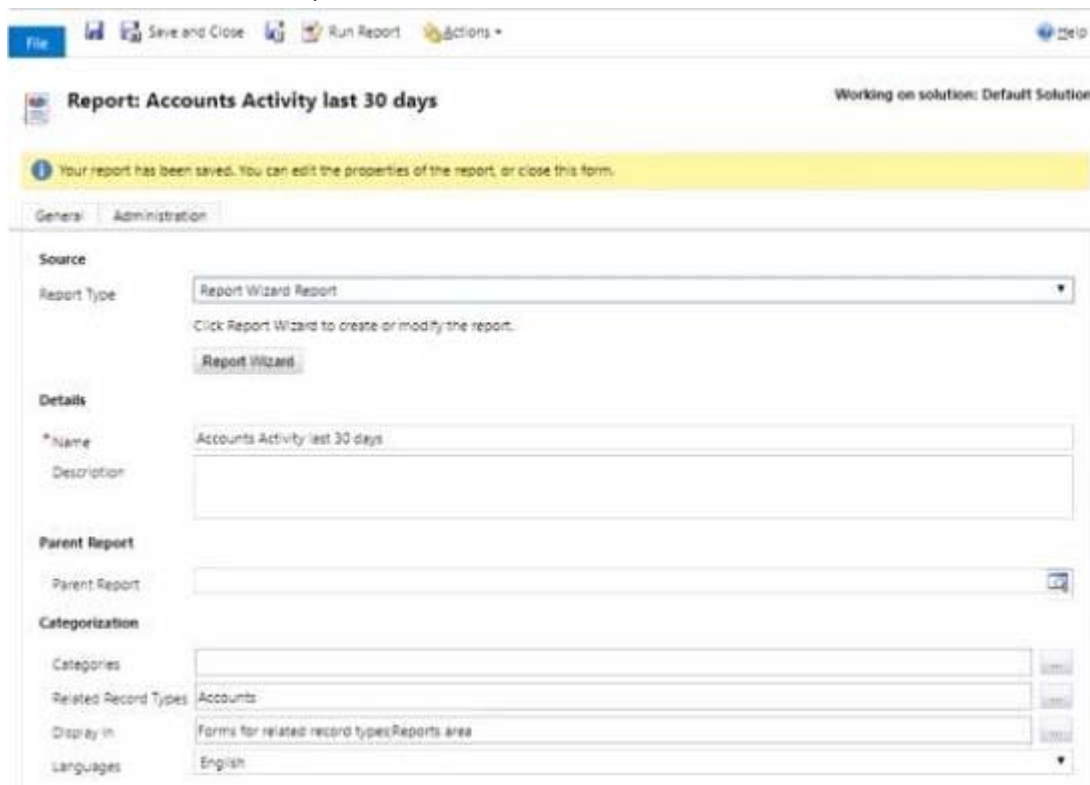
What should you do?

- A. Set the Invoice Product to Override Price
- B. Set an End Date for the Price List to ensure the Price List is expired
- C. Set an End Date for the Price List to ensure the Price List is not expired
- D. Set the Invoice Product to Use Default

**Answer: A**

2.You have a sales report that shows activities for Accounts in the last 30 days.

When you run an advanced find query for Accounts with the custom field Heat Level equal to Hot, you are not able to access the report.



A Form: Report: Account Activity last 30 Days.

Use the drop-down menus to select the answer choice that answers each question based on the information presented in the graphic. NOTE: Each correct selection is worth one point.

**Question**

Which area of the current form should you use to ensure the report is accessible from Advanced Find results?

Which value should you set to make the report available for Advanced Find results?



**Answer:**

**Question**

Which area of the current form should you use to ensure the report is accessible from Advanced Find results?

Which value should you set to make the report available for Advanced Find results?



3.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**

**Answer Area**

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

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**Explanation:**

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

4. 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>

5. You are a salesperson using Dynamics 365 for Sales. You need to revise an active quote.

What happens to the original quote record?

- A. The quote is deleted
- B. The quote is converted into an order and a copy of the quote is put in draft mode for modification
- C. The original quote is put in draft mode for modification
- D. The quote is closed, and a copy of the quote is put in draft mode for modification

**Answer: C**