

# *KillTest*

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## 問題集

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**Exam : MB-210**

**Title : Microsoft Dynamics 365 for  
Sales**

**Version : DEMO**

1.As your company grows, you need a way to capture the relationship between the people that you know and the organizations they currently work for.

How are these details tracked in a default configuration of Microsoft Dynamics 365?

- A. Many accounts can be associated with many contacts.
- B. Multiple company records can be selected on the company field inside contact records.
- C. One account can be associated with many contacts.
- D. One account can be associated with only one contact.

**Answer: C**

2.Hotspot Question

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.

**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	

**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	

3.Drag and Drop Question You manage a Dynamics 365 environment for Sales.

You create the following rule items to respond to inbound emails from potential customers:

- Emails that contain the words support or help must create a new high-priority case.
- Emails that contain the words buy or purchase must create a warm-lead record. The words buy and purchase are more important than support or help.
- Emails that specifically mention ProductA must always create a hot lead for that product regardless of other words mentioned.
- If none of the targeted words are present in an email, a cold lead must be created.

You need to configure the order in which rule items are processed.

In which order should you run the rule items? To answer, move all actions from the list of actions to the answer area and arrange them in the correct order.

### Actions

Create a hot lead
Create a case with high priority
Create a warm lead
Create a cold lead

### Answer Area

Answer:

### Actions

Create a hot lead
Create a case with high priority
Create a warm lead
Create a cold lead

### Answer Area

Create a hot lead
Create a warm lead
Create a case with high priority
Create a cold lead

#### 4.Hotspot Question

You are a salesperson working with Dynamics 365. Your role includes working with opportunities. You need to close opportunities.

Which actions should you perform? To answer, select the appropriate options in the answer area. NOTE: Each correct selection is worth one point.

### Question

What must you do when you close a successful sale?

### Action

	▼
Close a qualified	
Close as won	

What must you do to close the opportunity?

	▼
Fill out the competitor	
Fill out the actual revenue	
Fill out the description	

Answer:

### Question

What must you do when you close a successful sale?

### Action

	▼
Close a qualified	
Close as won	

What must you do to close the opportunity?

	▼
Fill out the competitor	
Fill out the actual revenue	
Fill out the description	

5.An order uses quote and order functionality in Dynamics 365 for Sales. Multiple quotes may be provided to customers at one time. Quotes are revised often.

You need to create a process that meets the following requirements:

- Create an order from a quote.
- Close the associated opportunity as won.
- Update the actual values to reflect values from the quote.

Which two opportunities can you close as won? Each correct answer presents a complete solution. NOTE: Each correct selection is worth one point.

- A. The opportunity has other quotes in the won status.
- B. The opportunity has other quotes in the draft status.
- C. The opportunity has other quotes in the active status.
- D. The opportunity has other quotes in the revised status reason.

**Answer:** AB