

# Microsoft

## MB-210 Exam

Microsoft Dynamics 365 Sales Functional Consultant



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# Version: 27.0

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**Question: 1**

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You need to configure pricing for the Contoso, Ltd. invoice.

What should you do?

- A. Set the Invoice Product to Override Price
- B. Set the Invoice Product to Use Default
- C. Configure an end date for the price list

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**Answer: A**

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Explanation:

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**Question: 2**

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HOTSPOT

You need to create a discount list for ticket sales.

Which pricing methods should you use? To answer, select the appropriate method in the dialog box in the answer area.

NOTE: Each correct selection is worth one point.

Ticket price	Method
Alumni	Percent Markup – Current Cost Percent Margin – Current Cost Percent Margin – Standard Cost
Non-alumni	Percent Markup – Current Cost Percent Margin – Current Cost Percent Margin – Standard Cost

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**Answer:**

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Explanation:

Answer Area

Ticket price	Method
Alumni	Percent Markup – Current Cost
Non-alumni	Percent Margin – Current Cost

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**Question: 3**

You need to implement dashboards.

Which URL should you use?

- A. <https://bellowscollege.crm.dynamics.com>
- B. <http://bellowscollege.crm.dynamics.com>
- C. <https://bellowscollege.dynamics.com>
- D. <https://crm.bellowscollege.dynamics.com>

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**Answer: A**

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Explanation:

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**Question: 4**

You need to resolve the sales manager's issue regarding private box customers.

What should you do?

- A. Convert all incoming phone calls to leads.
- B. Convert the sales manager's emails to opportunities.
- C. Convert the sales manager's emails to leads.
- D. Convert the dean's phone call to an opportunity.

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**Answer: A**

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Explanation:

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**Question: 5**

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You need to configure a phone call activity for the dean.

To which value should you set the value of the Call With field?

- A. contact name
- B. stakeholder
- C. record owner
- D. dean

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**Answer: A**

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Explanation:

Reference:

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/basics/add-phone-call-task-email-appointment-activity-case-record>



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