

Microsoft.MB-210.v2023-10-09.q314

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https://www.krdump.com/Microsoft.MB-210.v2023-10-09.q314.html	

NEW QUESTION: 1

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Answer: C ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-products>

NEW QUESTION: 2

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Solutions

- Free Sales Insights only
- Advanced Sales Insights only
- Free Sales Insights or Advanced Sales Insights

Answer Area

Analysis

- Email messages
- Relationship between accounts
- Communication between customer and representative

Solution

- Solution
- Solution
- Solution

Answer:

□□□: Dynamics 365 AI for Sales □ □□□□□□.

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A. □

B. □□□

Answer: B ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controlsforms>

NEW QUESTION: 5

□□□ Dynamics 365 Sales □□□□□□□.

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Options

Information type

Option

Sub-grid
Timeline
Assistant
Quick View form

Account name and phone number

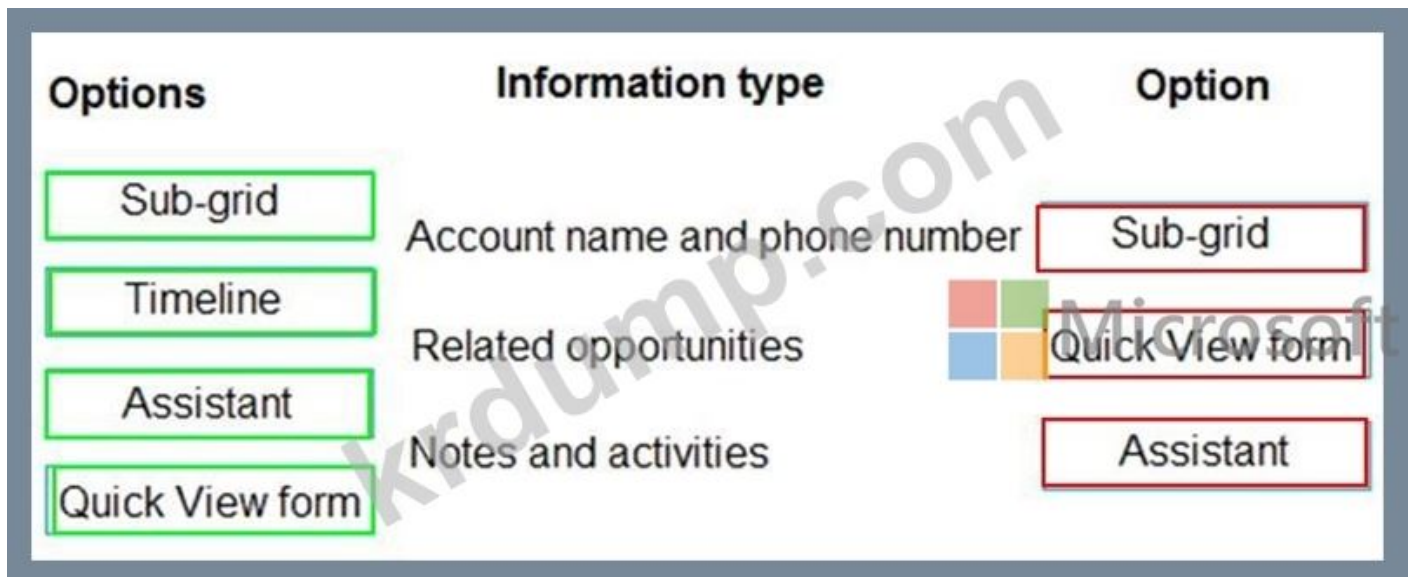
Related opportunities

Notes and activities



Microsoft

Answer:



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<https://docs.microsoft.com/en-us/powerapps/maker/model-driven-apps/quick-view-control-properties-legacy>

<https://docs.microsoft.com/en-us/powerapps/maker/model-driven-apps/set-up-timeline-control>

NEW QUESTION: 6

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□□□ Dynamics 365 for Sales □□□ □□□ □□□□□□.

□□ □□□□ LinkedIn Sales Navigator □□(□□ □□□)□ □□□□ □□□.

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A. □

B. □□□

Answer: ([SHOW ANSWER](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-control-forms>

NEW QUESTION: 7

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Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

Answer:

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

NEW QUESTION: 8

Which of the following is a valid option for the Schedule type field in the Dynamics 365 Sales Price List Item form?

A. Recurrence

B. Holiday

C. Number of days

D. Owner

A. Recurrence

B. Holiday

C. Number of days

D. Owner

Answer: C ([LEAVE A REPLY](#))

URL:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-p>

NEW QUESTION: 9

Which of the following is a valid option for the Chart type field in the Dynamics 365 Sales Lead form?

A. Dashboard

B. Views

C. Graphs

D. Report

The screenshot shows the Dynamics 365 Sales Lead form. The 'Chart type' field is expanded, showing the following options: Dashboard, Views, Graphs, Report, and Export to Microsoft Excel. A mouse cursor is pointing at the 'Report' option.

Answer:



NEW QUESTION: 10

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Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

Answer:

Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

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- Answer: ([SHOW ANSWER](#))**

<https://docs.microsoft.com/en-us/dynamics365/sales-professional/create-unit-group-add-units>

☐ Dynamics 365 for Sales ☐☐☐☐☐.

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Answer Area



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Answer Area

Install Versium Predict from Microsoft AppSource

Authenticate Version Predict

Add custom view using web resources

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Answer:

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NEW QUESTION: 14

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# of Tickets for Group	Discount price/ticket
Alumni – 10	\$33
Alumni – 20	\$31
Alumni > 20	\$30
Non-alumni – 10	\$48
Non-alumni – 20	\$45
Non-alumni > 20	\$43

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Report	Report description
Orders	Provides a view of ticket orders and line items.
Discounts by Number of Employees	Provides a custom report to display discounts provided based upon number of employees within a customer organization.
Standings Report	Provides a report hosted by a third party of current team standings.
Branding Report	Provides images of team logos and fonts. This report never changes.
Mobile Salesperson Report	Provides the ability to create PivotTables for mobile sales team members when connected to a network.

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NEW QUESTION: 16

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Answer: (SHOW ANSWER)

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-edit-order-sales>

MB-210 ☐☐ ☐☐☐ ☐☐☐☐☐ ☐☐ DumpTop ☐☐ ☐☐☐☐ ☐☐☐ MB-210 ☐☐!
 DumpTop ☐ ☐☐ **MB-210** ☐☐ ☐☐☐ ☐☐☐☐☐☐, DumpTop MB-210 ☐☐ ☐☐☐ ☐☐☐
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30%OFF Special Discount: **KrDump**)

NEW QUESTION: 17

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Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

Answer:

Requirement	Option
Configure the columns to include in the search.	Lookup view Quick Find view
 Include notes in the search.	Categorized Search Relevance Search

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Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

NEW QUESTION: 18

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A. □

B. □□□

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

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Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 20

Microsoft Dynamics 365 Sales is a cloud-based CRM solution that provides a unified view of your sales pipeline. It allows you to manage your sales process, track leads, and close deals. The system is designed to be easy to use and integrate with other Microsoft products. It also offers a range of customization options to tailor the system to your specific needs. The system is available as a subscription service, and you can choose from different pricing plans based on the number of users and features you need. The system is designed to be easy to use and integrate with other Microsoft products. It also offers a range of customization options to tailor the system to your specific needs. The system is available as a subscription service, and you can choose from different pricing plans based on the number of users and features you need.

Requirement	Setting
Hierarchical route	Owner User Contact Manager
Permissions - User Lookup field	User Manager Created By None

Answer:

Microsoft

Requirement

Hierarchical route

Setting

Owner
User
Contact
Manager

Permissions - User Lookup field

User
Manager
Created By
None

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Requirement

Hierarchical route

Setting

Owner
User
Contact
Manager

Permissions - User Lookup field

User
Manager
Created By
None

Microsoft

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/select-template-forecast>

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/provide-permissions-forecast>

NEW QUESTION: 21

Dynamics 365 for Sales □□□ □□□ □□□□ □□□□□.

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Requirement

Option

View individual products in a grouping when you create an opportunity.

	▼
Kit	
Bundle	

Sell products from a grouping individually.

	▼
Kit	
Bundle	

Create a grouping within a grouping.

	▼
Kit	
Bundle	

Answer:

Requirement	Option						
View individual products in a grouping when you create an opportunity.	<table border="1"><tr><td></td><td>▼</td></tr><tr><td>Kit</td><td></td></tr><tr><td>Bundle</td><td></td></tr></table>		▼	Kit		Bundle	
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Sell products from a grouping individually.	<table border="1"><tr><td></td><td>▼</td></tr><tr><td>Kit</td><td></td></tr><tr><td>Bundle</td><td></td></tr></table>		▼	Kit		Bundle	
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Bundle							
Create a grouping within a grouping.	<table border="1"><tr><td></td><td>▼</td></tr><tr><td>Kit</td><td></td></tr><tr><td>Bundle</td><td></td></tr></table>		▼	Kit		Bundle	
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Requirement

Option

View individual products in a grouping when you create an opportunity.

	▼
Kit	
Bundle	

Sell products from a grouping individually.

	▼
Kit	
Bundle	

Create a grouping within a grouping.

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Bundle	

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-productbundles-sell>

NEW QUESTION: 22

Dynamics 365 Sales□□ □□ □□□ □ □ □□□ □□ □□□ □□□□□.
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Issue	Solution
The administrative assistant is unable to edit a quote.	Activate the quote. Convert the quote to an order. Email the quote to the administrative assistant. Assign the quote to the administrative assistant.
You are unable to send a quote.	Save the quote. Activate the quote. Mark the quote as won. Convert the quote to an order.

Answer:

Issue	Solution
The administrative assistant is unable to edit a quote.	Activate the quote. Convert the quote to an order. Email the quote to the administrative assistant. Assign the quote to the administrative assistant.
You are unable to send a quote.	Save the quote. Activate the quote. Mark the quote as won. Convert the quote to an order.

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-quote-sales>

NEW QUESTION: 23

□□□ Dynamics 365 □□□□□□.
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Action cards	Answer Area	Scenario	Action card
Base	Upcoming meeting reminder	An email is opened	Action card
Email from Microsoft Exchange			Action card
Email engagement			Action card
Today			

Answer:

Action cards	Answer Area	Scenario	Action card
Base	Upcoming meeting reminder	An email is opened	Email from Microsoft Exchange
Email from Microsoft Exchange			Email engagement
Email engagement			
Today			

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<https://community.dynamics.com/crm/b/crmpowerobjects/archive/2018/12/31/enable-and-configure-relationship-assistant>

NEW QUESTION: 24

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Records and Components	Answer Area
units	< > > <
products	
price lists	
product families	
price list items	
discount lists	
unit groups	


Microsoft

Answer:

Records and Components	Answer Area
units	< > > <
products	
price lists	
product families	
price list items	
discount lists	
unit groups	


Microsoft

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unit groups
units
products
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price lists

NEW QUESTION: 25

Dynamics 365 Sales □□ □□ □□□□□ □□□□ □□□□.

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Features

Unit group
Discount list
Product family
Product bundle

Answer Area

Requirement

Receive free chips with a soda purchase.

Purchase a case of soda.

Purchase 10 cases of soda.

Feature

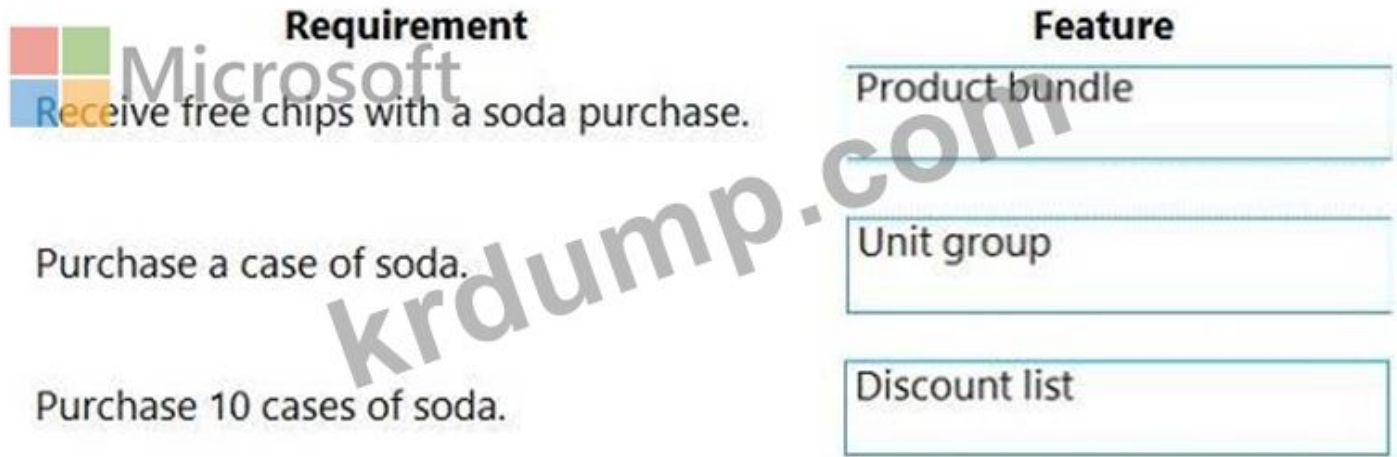
Feature
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Answer:



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NEW QUESTION: 26

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Answer: A ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/security-dev/use-recordbased-security-control-access-records#sharing-records>

NEW QUESTION: 27

Dynamics 365 for Sales□ □□□□□. 5□□□ □□□ □□□□ □□□□ □□□ 2□□□ □□□□. □□ □□□□ □□□□ □□□ □□□□ □□□.

Which of the following actions can you perform in a business process flow? (Select all that apply.)

Abandon and then Switch, Finish and then Switch, Switch, Temporarily leave the current process for a different business process flow.

Answer: Abandon and then Switch, Finish and then Switch, Switch.

Actions

Abandon and then Switch

Finish and then Switch

Switch

Answer Area

Scenario

End the current process and start the correct business process flow.

Temporarily leave the current process for a different business process flow.

Action

Action

Action

Answer:

Actions	Answer Area
Abandon and then Switch	Scenario
Finish and then Switch	End the current process and start the correct business process flow.
Switch	Temporarily leave the current process for a different business process flow.
	Action
	Finish and then Switch
	Switch

NEW QUESTION: 28

Which of the following actions can you perform in a business process flow? (Select all that apply.)

Abandon and then Switch, Finish and then Switch, Switch, Temporarily leave the current process for a different business process flow.

Answer: Abandon and then Switch, Finish and then Switch, Switch.

Action	Option
View the required charts.	▼ Select Open Views Select Show Visual Filter Select Show Global Filter
Save the dashboard filters.	▼ Use Visual Filter Use Global Filter

Answer:

Action	Option
View the required charts.	▼ Select Open Views Select Show Visual Filter Select Show Global Filter
Save the dashboard filters.	▼ Use Visual Filter Use Global Filter

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Action	Option
View the required charts.	▼ Select Open Views Select Show Visual Filter Select Show Global Filter
Save the dashboard filters.	▼ Use Visual Filter Use Global Filter

NEW QUESTION: 29

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Requirement	Option
View individual products in a grouping when you create an opportunity.	▼ Product Family Product Bundle
Sell products from a grouping individually.	▼ Product Family Product Bundle
Create a grouping within a grouping.	▼ Product Family Product Bundle

Answer:



Option

View individual products in a grouping when you create an opportunity.

▼

Product Family

Product Bundle

Sell products from a grouping individually.

▼

Product Family

Product Bundle

Create a grouping within a grouping.

▼

Product Family

Product Bundle

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ts from a grouping individually.

Product Bundle

Product Family
Product Bundle

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Product Bundle



Microsoft Product Product

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-product-bundles-sell-multiple-items-togeth>

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Answer:

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<https://docs.microsoft.com/en-us/dynamics365/sales/create-edit-opportunity-sales>

NEW QUESTION: 31

Dynamics 365 for Sales□ □□□□□.

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Actions	Answer Area	
Abandon and then Switch Finish and then Switch Switch	Scenario End the current process and start the correct business process flow. Temporarily leave the current process for a different business process flow.	Action Action

Answer:

Requirement	Option
View individual products in a grouping when you create an opportunity.	▼ Product Family Product Bundle
Sell products from a grouping individually.	▼ Product Family Product Bundle
Create a grouping within a grouping.	▼ Product Family Product Bundle

Answer:

Requirement	Option
View individual products in a grouping when you create an opportunity.	▼ Product Family Product Bundle
Sell products from a grouping individually.	▼ Product Family Product Bundle
Create a grouping within a grouping.	▼ Product Family Product Bundle

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-product-bundles-sell-multiple-items-together>

NEW QUESTION: 34

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Source entity	Source
Quote	▼ Lead Opportunity Quote Order
Order	▼ Lead Opportunity Quote Order
Invoice	▼ Lead Opportunity Quote Order

Answer:

Source entity



Source

Quote

	▼
Lead	
Opportunity	
Quote	
Order	

Order

	▼
Lead	
Opportunity	
Quote	
Order	

Invoice

	▼
Lead	
Opportunity	
Quote	
Order	

NEW QUESTION: 35

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Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 36

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Options	Answer Area										
Fiscal Year settings Display As Name Based On Fiscal Period template	<table><thead><tr><th>Task</th><th>Option</th></tr></thead><tbody><tr><td>Configure the accounting period.</td><td>option</td></tr><tr><td>Automatically configure accounting period names according to date.</td><td>option</td></tr><tr><td>Configure fiscal year abbreviations.</td><td>option</td></tr><tr><td>Configure how accounting years are divided.</td><td>option</td></tr></tbody></table>	Task	Option	Configure the accounting period.	option	Automatically configure accounting period names according to date.	option	Configure fiscal year abbreviations.	option	Configure how accounting years are divided.	option
Task	Option										
Configure the accounting period.	option										
Automatically configure accounting period names according to date.	option										
Configure fiscal year abbreviations.	option										
Configure how accounting years are divided.	option										

Answer:

Options	Answer Area										
Fiscal Year settings Display As Name Based On Fiscal Period template	<table><thead><tr><th>Task</th><th>Option</th></tr></thead><tbody><tr><td>Configure the accounting period.</td><td>Fiscal Year settings</td></tr><tr><td>Automatically configure accounting period names according to date.</td><td>Name Based On</td></tr><tr><td>Configure fiscal year abbreviations.</td><td>Display As</td></tr><tr><td>Configure how accounting years are divided.</td><td>Fiscal Period template</td></tr></tbody></table>	Task	Option	Configure the accounting period.	Fiscal Year settings	Automatically configure accounting period names according to date.	Name Based On	Configure fiscal year abbreviations.	Display As	Configure how accounting years are divided.	Fiscal Period template
Task	Option										
Configure the accounting period.	Fiscal Year settings										
Automatically configure accounting period names according to date.	Name Based On										
Configure fiscal year abbreviations.	Display As										
Configure how accounting years are divided.	Fiscal Period template										

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Task	Option
Configure the accounting period.	Fiscal Year settings
Automatically configure accounting period names according to date.	Name Based On
Configure fiscal year abbreviations.	Display As
Configure how accounting years are divided.	Fiscal Period template

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<https://docs.microsoft.com/en-us/power-platform/admin/work-fiscal-year-settings>

NEW QUESTION: 37

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Source entity

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Order



Microsoft

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Answer:

Source entity

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Quote

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Source entity

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NEW QUESTION: 38

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Actions	Answer Area
Navigate to Opportunities and select the Flow option.	
Select a Business Process Flow.	
Navigate to Processes.	
Edit the Process name.	

Answer:

Actions

Navigate to Opportunities and select the Flow option.

Select a Business Process Flow.

Navigate to Processes.

Edit the Process name.

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Answer Area

Select a Business Process Flow.

Navigate to Processes.

Edit the Process name.

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/create-business-pro>

NEW QUESTION: 39

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Source entity



Microsoft

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Quote

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Answer:

Source entity

Quote

Order

Invoice

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NEW QUESTION: 40

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Requirement	Value or action
Modification to make	▼ Use a filter Alter the existing chart Create a new chart
Value to use	▼ Status Status Reason Completed

Answer:

Requirement

Value or action

Modification to make

▼

Use a filter

Alter the existing chart

Create a new chart

Value to use

▼

Status

Status Reason

Completed

Requirement	Value or action
Modification to make	▼ Use a filter Alter the existing chart Create a new chart
Value to use	▼ Status Status Reason Completed

NEW QUESTION: 41

You are a Dynamics 365 administrator. You need to create a new chart. What should you do?

A. Create a new chart.

B. Create a new chart.

A. ☐

B. ☐

Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 42

You are a Dynamics 365 administrator. You need to create a new chart. What should you do?

A. Create a new chart.

B. Create a new chart.

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Question	Record created
You want to convert a phone call. To which type of entity can you convert the call?	▼ Case Lead
You qualify a lead. For which entity is a record created?	▼ Contact Case

Answer:

Question	Record created
You want to convert a phone call. To which type of entity can you convert the call?	▼ Case Lead
You qualify a lead. For which entity is a record created?	▼ Contact Case

Question	Record created
You want to convert a phone call. To which type of entity can you convert the call?	▼ Case Lead
You qualify a lead. For which entity is a record created?	▼ Contact Case

NEW QUESTION: 43

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Modifications	Answer Area
Modify the Close Opportunity form.	Addition Add sales manager Add lost reasons
Modify the Opportunity entity and Opportunity Close entity fields.	Modification Modification
Modify the Leads entity form.	
Modify the Opportunity entity field.	

Answer:

11

Answer Area

Question	Response
Which action should you perform?	Revise
What is the resulting status for the quote after you perform the action?	Draft

NEW QUESTION: 46

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Change request	Microsoft	Status
Add a product.		▼ Set the status to Inactive. Close the quote, update the products, and reactivate the quote. Revise the quote, update the products, and reactivate the quote.
Delete a product.		▼ Update the products in the Active state. Close the quote, update the products, and reactivate the quote. Revise the quote, update the products, and reactivate the quote.

Answer:

Change request



Add a product.

	▼
Set the status to Inactive.	
Close the quote, update the products, and reactivate the quote.	
Revise the quote, update the products, and reactivate the quote.	

Delete a product.

	▼
Update the products in the Active state.	
Close the quote, update the products, and reactivate the quote.	
Revise the quote, update the products, and reactivate the quote.	

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Change request									
Add a product.	<table border="1"><tr><td></td><td>▼</td></tr><tr><td colspan="2">Set the status to Inactive.</td></tr><tr><td colspan="2">Close the quote, update the products, and reactivate the quote.</td></tr><tr><td colspan="2">Revise the quote, update the products, and reactivate the quote.</td></tr></table>		▼	Set the status to Inactive.		Close the quote, update the products, and reactivate the quote.		Revise the quote, update the products, and reactivate the quote.	
	▼								
Set the status to Inactive.									
Close the quote, update the products, and reactivate the quote.									
Revise the quote, update the products, and reactivate the quote.									
Delete a product.	<table border="1"><tr><td></td><td>▼</td></tr><tr><td colspan="2">Update the products in the Active state.</td></tr><tr><td colspan="2">Close the quote, update the products, and reactivate the quote.</td></tr><tr><td colspan="2">Revise the quote, update the products, and reactivate the quote.</td></tr></table>		▼	Update the products in the Active state.		Close the quote, update the products, and reactivate the quote.		Revise the quote, update the products, and reactivate the quote.	
	▼								
Update the products in the Active state.									
Close the quote, update the products, and reactivate the quote.									
Revise the quote, update the products, and reactivate the quote.									

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<https://neilparkhurst.com/2019/06/27/mb-210-microsoft-dynamics-365-for-sales-quotes/>

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30%OFF Special Discount: KrDump)

NEW QUESTION: 47

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Answer:

Answer Area

Create a unit group.

Create product families.

Create price lists.

Add price list items.

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NEW QUESTION: 48

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- B. □□
- C. □□
- D. □□

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

Dynamics 365 for Sales □□□ □□□ □□□□ □□□□□.

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Scenario	Option
Add a product from an opportunity.	Existing Product Write In Product Get Products
Add a product from a price list.	Existing Product Write In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write In Product Get Products

Answer:

Scenario	Option
Add a product from an opportunity.	☐ Existing Product ☒ Write-In Product ☐ Get Products
Add a product from a price list.	☐ Existing Product ☒ Write-In Product ☐ Get Products
Add a product that does not exist in the product catalog.	☐ Existing Product ☒ Write-In Product ☐ Get Products

 Microsoft

□ □

Answer Area

Answer Area	Scenario	Option
	Add a product from an opportunity.	Get Products
	Add a product from a price list.	Existing Product
	Add a product that does not exist in the product catalog.	Write-In Product

NEW QUESTION: 51

Dynamics 365 ☐☐☐ ☐☐☐☐☐. AppSource☐☐ ☐☐☐☐ ☐☐☐☐ ☐☐☐ ☐☐☐☐.

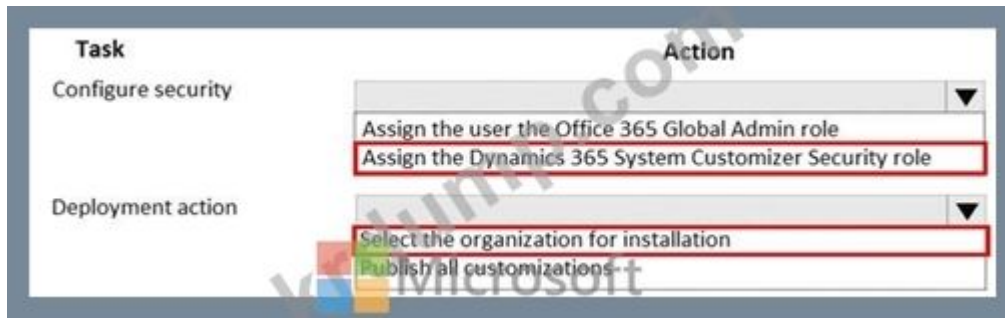
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Task	Action
 Configure security	Assign the user the Office 365 Global Admin role
	Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation
	Publish all customizations

Answer:



NEW QUESTION: 52

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Answer: D ([LEAVE A REPLY](#))

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-professional/create-unit-group-add-units>

NEW QUESTION: 53

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<https://www.azamba.com/2018/08/16/how-to-add-a-reason-to-disqualify-a-lead-in-microsoft-dynamics-365-for-s>

NEW QUESTION: 54

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A. □

B. □□□

Answer: B ([LEAVE A REPLY](#))

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

NEW QUESTION: 55

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A. Dynamics 365□ □□□ □□□

B. □□ BI

C. Excel □□□

D. □□ □ □□□□

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 56

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A. □

B. □□□

Answer: ([SHOW ANSWER](#))

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

NEW QUESTION: 57

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Territories **Configuration**

Number of territories to set up

4
5
6
7

Add Salesperson1 and Salesperson2

Each salesperson should be added to a single territory
They should be added to all territories
A special territory should be created, and they should be added to it

Answer:

Territories

Configuration

Number of territories to set up

	▼
4	
5	
6	
7	

Add Salesperson1 and Salesperson2

Each salesperson should be added to a single territory
They should be added to all territories
A special territory should be created, and they should be added to it

□□:

<https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geographical-area>

NEW QUESTION: 58

□□□ Dynamics 365□ □□□□ □□ □□□□□. □□□ □□□□ □□□ □□ □□□ □□□ □□.

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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	Action
What must you do when you close a successful sale?	▼ 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

NEW QUESTION: 59

Dynamics 365 _____ . _____ .
 _____ .
 _____ .
 _____ ?

- A. _____
- B. _____.
- C. _____
- D. _____

Answer: ([SHOW ANSWER](#))

____: ____ ____
 ____/____:
 ____:

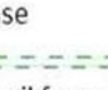
<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quote-sales-order-invoice>

NEW QUESTION: 60

Alumni _____ .
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Answer:

Action cards



Base

Email from Microsoft Exchange

Email engagement

Today

Answer Area

Scenario	Action card
Upcoming meeting reminder	Email from Microsoft Exchange
An email is opened	Email engagement

□ □

Answer Area



Microsoft

Quantity	Discount type parameter
10	Begin Quantity
20	Percentage
42	End Quantity

NEW QUESTION: 61

Dynamics 365 for Sales□ □□□□. □□□□ □□□ □□, □□□□, □□□□ □□□ □□□ □□□ □□□□□.

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Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

Answer:

Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

□□:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

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30%OFF Special Discount: KrDump)

NEW QUESTION: 62

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- B. □□
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Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 63

Dynamics 365 Sales □□□ □□□□□.

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Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

Answer:

Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

□□

Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

NEW QUESTION: 64

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NEW QUESTION: 66

□□□ Dynamics 365 for Sales □□□ □□□ □□□□□□.

□□ □□□□ LinkedIn Sales Navigator □□(□□ □□□)□ □□□□ □□□.

□□□: Dynamics 365 AI for Sales□ □□□□□□.

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A. □

B. □□□

Answer: B ([LEAVE A REPLY](#))

□□:

https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controlsforms

NEW QUESTION: 67

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Scenario	Configuration				
Tickets dashboard	▼ <table border="1"><tr><td>Permissions</td></tr><tr><td>View on dashboard</td></tr><tr><td>Dashboard type</td></tr><tr><td>Chart type</td></tr></table>	Permissions	View on dashboard	Dashboard type	Chart type
Permissions					
View on dashboard					
Dashboard type					
Chart type					
Age groups chart	▼ <table border="1"><tr><td>Chart type</td></tr><tr><td>Dashboard type</td></tr><tr><td>Series</td></tr><tr><td>Field in view</td></tr></table>	Chart type	Dashboard type	Series	Field in view
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Groups of tickets chart	▼ <table border="1"><tr><td>Field to view</td></tr><tr><td>Dashboard type</td></tr><tr><td>Series</td></tr><tr><td>Chart type</td></tr></table>	Field to view	Dashboard type	Series	Chart type
Field to view					
Dashboard type					
Series					
Chart type					

Answer:

Scenario

Configuration

Tickets dashboard

	▼
Permissions	
View on dashboard	
Dashboard type	
Chart type	

Age groups chart

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Scenario	Configuration										
Tickets dashboard	<table><tr><td></td><td>▼</td></tr><tr><td>Permissions</td><td></td></tr><tr><td>View on dashboard</td><td></td></tr><tr><td>Dashboard type</td><td></td></tr><tr><td>Chart type</td><td></td></tr></table>		▼	Permissions		View on dashboard		Dashboard type		Chart type	
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Groups of tickets chart	<table><tr><td></td><td>▼</td></tr><tr><td>Field to view</td><td></td></tr><tr><td>Dashboard type</td><td></td></tr><tr><td>Series</td><td></td></tr><tr><td>Chart type</td><td></td></tr></table>		▼	Field to view		Dashboard type		Series		Chart type	
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NEW QUESTION: 68

RFQ ☐☐☐☐ ☐☐☐☐☐ ☐☐.

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Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	☐ ☐ Data step and set as required ☐ Stage with a branching rule ☐ Action step
Require a sales manager review.	☐ ☐ Branching rule based on the management review step ☐ Branching rule based on the lead qualification step ☐ Branching rule based on the opportunity step
Track RFQ management approval.	☐ ☐ Stage ☐ Approval flow ☐ Branch rule

Answer:

Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	☐ ☐ Data step and set as required ☐ Stage with a branching rule ☐ Action step
Require a sales manager review.	☐ ☐ Branching rule based on the management review step ☐ Branching rule based on the lead qualification step ☐ Branching rule based on the opportunity step
Track RFQ management approval.	☐ ☐ Stage ☐ Approval flow ☐ Branch rule

☐ ☐

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Requirement	Configuration
Verify that the credit and reference checks are completed for new customers.	▼ - Data step and set as required - Stage with a branching rule - Action step
Require a sales manager review.	▼ - Branching rule based on the management review step - Branching rule based on the lead qualification step - Branching rule based on the opportunity step
Track RFQ management approval.	▼ - Stage - Approval flow - Branch rule

□□:

<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/business-process-flow>

NEW QUESTION: 69

□□□□ Dynamics 365 Sales □ □□□ □ □ □□ □□□□.

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Requirement	Action
Ensure an auto response is sent.	Configure a record creation and update rule. Configure a business process flow.
Create a lead.	Specify auto-response settings. Specify conditions for record creation.

Answer:

Requirement	Action
Ensure an auto response is sent.	Configure a record creation and update rule. Configure a business process flow.
Create a lead.	Specify auto-response settings. Specify conditions for record creation.

NEW QUESTION: 70

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Chart type
All leads by requirement in the last 30 days

Type
Dashboard
Views
Graphs

Leads converted in the last 30 days

Graph
Report
Export to Microsoft Excel

Microsoft

Answer:

Actions

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

Answer Area

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

Microsoft

□□

Answer Area

Chart type
All leads by requirement in the last 30 days

Type
Graphs

Leads converted in the last 30 days

Report

Microsoft

NEW QUESTION: 71

□□□ Dynamics 365 Sales □□□□□□. □□□□□ □□□□ □□ □□ □□□□ □□□□. □□□□ □□□ □□ □□□ □□□□ □□□□. □□□ □□□□ □□□? □□□□□ □□ □□□□ □□□ □□□ □□□□□□□□. □□: □ □□□ □□□ 1□□ □□□ □□□□□.

Question
You need to add the winning competitor to an opportunity. Where should you perform this action?

Response
the opportunity record
the opportunity close record
the competitor record

you need to track the team's performance against competitors. Which report should you run?

Sales History
Competitor Win/Loss

Microsoft

Answer:

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NEW QUESTION: 73

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Configuration

Scope

Goal calculation

System
Manual Recalculate as needed
Business entity

Goal type

Child
Parent
Stretch



Answer:

Configuration	Scope			
Goal calculation	<table border="1"> <tr> <td>System</td> </tr> <tr> <td>Manual Recalculate as needed</td> </tr> <tr> <td>Business entity</td> </tr> </table>	System	Manual Recalculate as needed	Business entity
System				
Manual Recalculate as needed				
Business entity				
Goal type	<table border="1"> <tr> <td>Child</td> </tr> <tr> <td>Parent</td> </tr> <tr> <td>Stretch</td> </tr> </table>	Child	Parent	Stretch
Child				
Parent				
Stretch				

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/goals-overview>

NEW QUESTION: 74

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Requirement	Action
Add a price per unit to products.	Activate the product.
	Add a price list to the product.
	Add a price list to the opportunity.
	Make the product a write-in product.
Correct prices for product lines.	Revise the product.
	Activate the product.
	Add a price list to the product.
	Add a price list to the opportunity.

Answer:

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NEW QUESTION: 75

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- B.** □□□ □□
- C.** □□ □□

Answer: A (LEAVE A REPLY)

Dynamics 365 Sales□□ □□□ □□□□□.

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Answer:

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30%OFF Special Discount: **KrDump**)

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Answer: ([SHOW ANSWER](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/security-dev/use-recordbased-security-control-access-records#sharing-records>

NEW QUESTION: 78

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Answer Area

Action	Option
View the required charts.	▼ Select Open Views Select Show Visual Filter Select Show Global Filter
Save the dashboard filters.	▼ Use Visual Filter Use Global Filter

Answer:

Answer Area

Action	Option
View the required charts.	▼ Select Open Views Select Show Visual Filter Select Show Global Filter
Save the dashboard filters.	▼ Use Visual Filter Use Global Filter

NEW QUESTION: 79

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Products	Answer Area	Product
Price List Product	Option	product
Non-catalog Product	Existing product	product
Opportunity Product	Write-in product	product
	Get product	

Answer:

Products	Answer Area	Product
Price List Product	Option	Price List Product
Non-catalog Product	Existing product	Non-catalog Product
Opportunity Product	Write-in product	Opportunity Product
	Get product	

NEW QUESTION: 80

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Modifications	Answer Area	Modification
Modify the Close Opportunity form.	Add sales manager	Modification
Modify the Opportunity entity and Opportunity Close entity fields.	Add lost reasons	Modification
Modify the Leads entity form.		
Modify the Opportunity entity field.		

Answer:

Modifications	Answer Area	Modification
Modify the Close Opportunity form.	Addition	Modify the Opportunity entity field.
Modify the Opportunity entity and Opportunity Close entity fields.	Add sales manager	Modify the Close Opportunity form.
Modify the Leads entity form.	Add lost reasons	
Modify the Opportunity entity field.		

NEW QUESTION: 81

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A. □

B. □□□

Answer: B ([LEAVE A REPLY](#))

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

NEW QUESTION: 82

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The screenshot displays the Microsoft Dynamics 365 Sales interface for a lead named Jim Glynn. The lead is currently in the 'Qualify (1 Min)' stage. A red banner at the top indicates 'Lead to Opportunity Sale... Active for 1 minute'. The 'Contact' section shows the following details: Topic (Interested in Product), First Name (Jim), Last Name (Glynn), Job Title (CEO), Business Phone (---), Mobile Phone (---), and Email (---). The 'Qualify' section shows a checklist with the following items: 'Existing Contact?' (checked), 'Existing Account?' (unchecked), 'Purchase Timeframe' (Not Set), 'Estimated Budget' (---), 'Purchase Process' (---), 'Identify Decision Maker' (checked and marked 'completed'), and 'Capture Summary' (---). A 'Next Stage' button is located at the bottom of the checklist.

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Question	Answer Choice
You need to move to the Develop stage. What should you do?	☐ Qualify the Lead ☐ Select Next Stage ☐ Select Develop
Which new record or records are created?	☐ Only an Opportunity ☐ Only an Account and a Contact ☐ Only an Account and an Opportunity ☐ An Account, a Contact, and an Opportunity

Answer:

Question	Answer Choice
You need to move to the Develop stage. What should you do?	☒ Qualify the Lead ☒ Select Next Stage ☐ Select Develop
Which new record or records are created?	☒ Only an Opportunity ☐ Only an Account and a Contact ☐ Only an Account and an Opportunity ☐ An Account, a Contact, and an Opportunity

NEW QUESTION: 83

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- A. □□ □□□
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Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 84

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Solutions	Answer Area	Solution
Free Sales Insights only	Analysis Email messages Relationship between accounts Communication between customer and representative	Solution
Advanced Sales Insights only		Solution
Free Sales Insights or Advanced Sales Insights		Solution

Answer:

Solutions	Answer Area	Solution
Free Sales Insights only	Analysis Email messages Relationship between accounts Communication between customer and representative	Free Sales Insights only
Advanced Sales Insights only		Advanced Sales Insights only
Free Sales Insights or Advanced Sales Insights		Free Sales Insights or Advanced Sales Insights

NEW QUESTION: 85

Dynamics 365 for Sales □□□ □□□□□. □□ □□□ □□□□ □□□□ □□ □□ □□ □□□□□.

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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

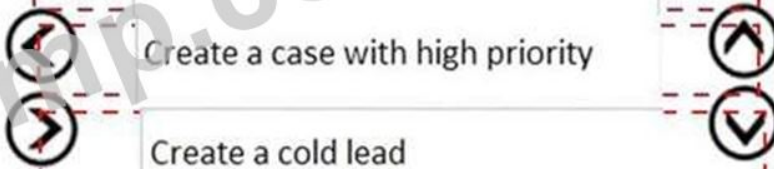
Answer Area

Create a hot lead

Create a warm lead

Create a case with high priority

Create a cold lead




□□

Answer Area



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

NEW QUESTION: 86

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A. □

B. □□□

Answer: ([SHOW ANSWER](#))

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

NEW QUESTION: 87

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Actions	Answer Area	
Create a business process flow	Requirement	Action
Create a child workflow	Create an email.	Action
Create a real-time workflow	Send the email.	Action

Answer:

Actions	Answer Area	
Create a business process flow	Requirement	Action
Create a child workflow	Create an email.	Create a real-time workflow
Create a real-time workflow	Send the email.	Create a child workflow

NEW QUESTION: 88

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Requirement	Setting
Determine the number of territories:	Four territories and zero sub-territories Two territories and two sub-territories One territory and three sub-territories One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One territory and one sub-territory: Florida and Jacksonville One sub-territory: Jacksonville Two territories: Florida and Jacksonville One territory: Florida
Determine how many territories the Florida sales manager should manage.	One territory and zero sub-territories: Florida One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa Four territories: Florida, Jacksonville, Miami, and Tampa Zero territories and three sub-territories: Jackson, Miami, and Tampa

Answer:

Requirement	Setting
Determine the number of territories.	Four territories and zero sub-territories Two territories and two sub-territories One territory and three sub-territories One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One territory and one sub-territory: Florida and Jacksonville One sub-territory: Jacksonville Two territories: Florida and Jacksonville One territory: Florida
Determine how many territories the Florida sales manager should manage.	One territory and zero sub-territories: Florida One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa Four territories: Florida, Jacksonville, Miami, and Tampa Zero territories and three sub-territories: Jackson, Miami, and Tampa

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Answer Area

Requirement	Setting
Determine the number of territories.	One territory and three sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One sub-territory: Jacksonville
Determine how many territories the Florida sales manager should manage.	One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa

NEW QUESTION: 89

□□□ Dynamics 365 Sales □□□□□□□ □□ □□□□□ Microsoft Power BI □□□□ □□ □□ □□□□□ □□□□.

□□□□ Dynamics 365 Sales □□ □□□ Sales Analytics □□□□ □□□□□ □□□□ □□ □□ □□□ □□□□ □□□.

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Answer Area



Microsoft

Configuration

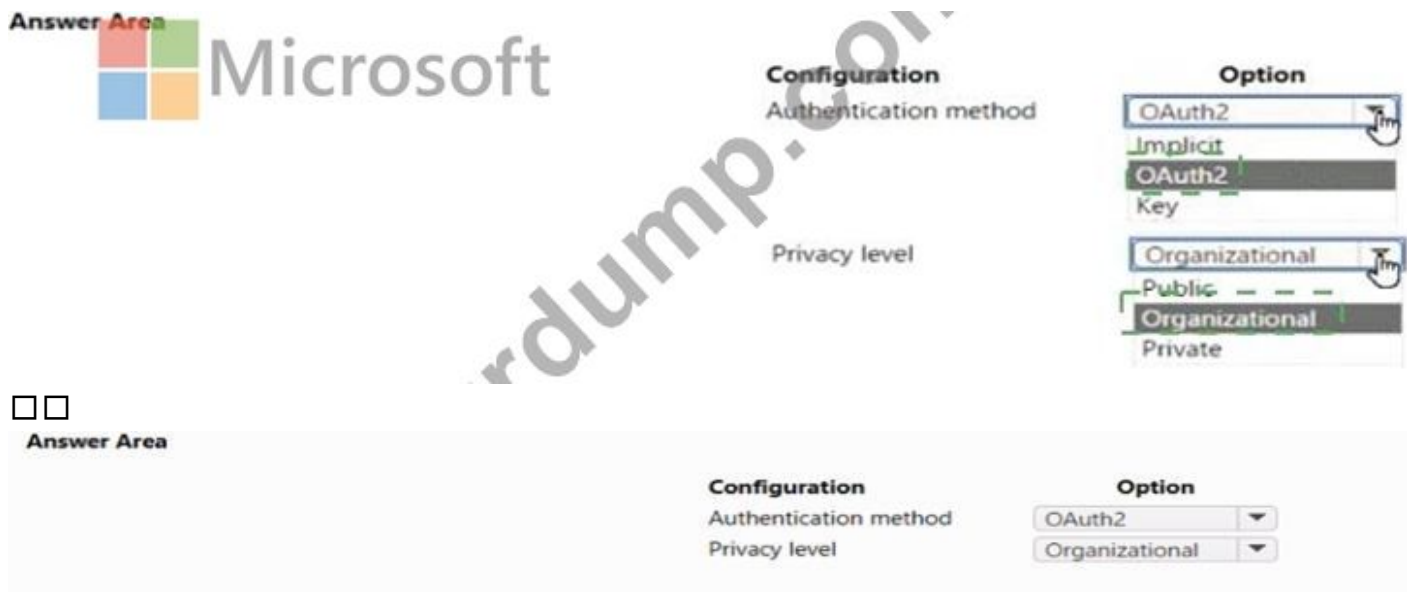
Authentication method

Privacy level

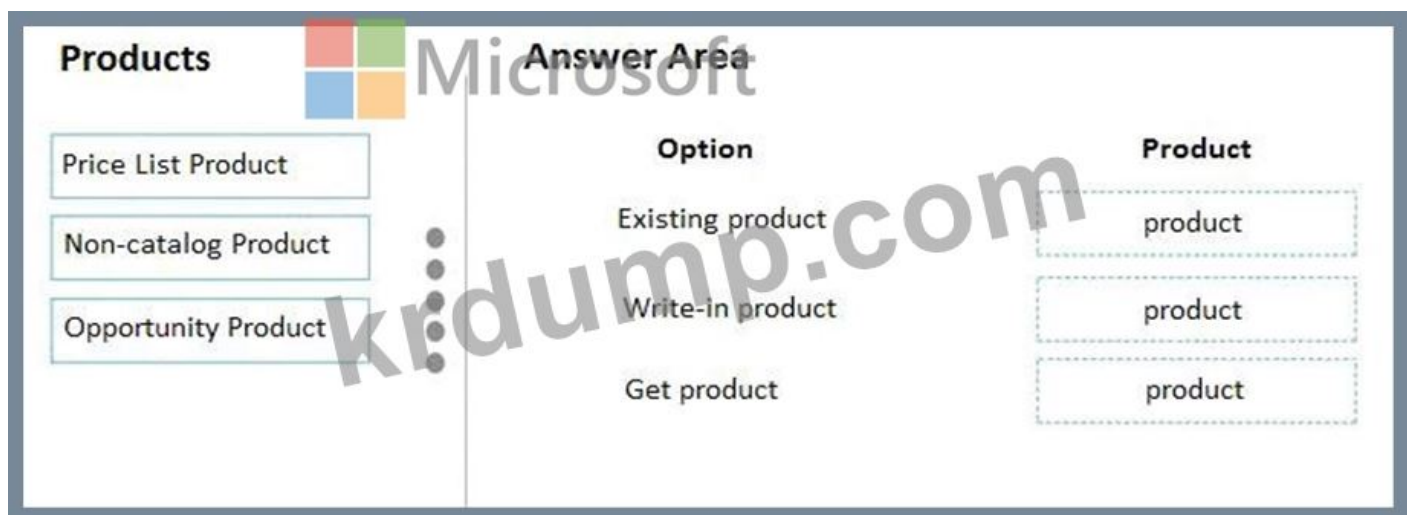
Option

OAuth2	☒
Implicit	☐
OAuth2	☐
Key	☐
Organizational	☒
Public	☐
Organizational	☐
Private	☐

Answer:



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Answer:



11

Option	Product
Existing product	Price List Product
Write-in product	Non-catalog Product
Get product	Opportunity Product

NEW QUESTION: 91

Dynamics 365 Sales □□□ □□□□□.

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Actions	Answer Area
Open System Jobs.	
Open Settings.	
Open Data Management.	
Configure Automatic Record Creation and Update Rules.	
Open Business Management.	

Answer:

Actions	Answer Area
Open System Jobs.	
Open Settings.	
Open Data Management.	
Configure Automatic Record Creation and Update Rules.	
Open Business Management.	

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Actions	Answer Area
Open System Jobs.	
Open Settings.	
Open Data Management.	
Open Business Management.	

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30%OFF Special Discount: **KrDump**)

NEW QUESTION: 92

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Task	Action
Configure security	Assign the user the Office 365 Global Admin role Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation Publish all customizations

Answer:

Task	Action
Configure security	Assign the user the Office 365 Global Admin role Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation Publish all customizations

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Task	Action
Configure security	Assign the user the Office 365 Global Admin role Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation Publish all customizations

NEW QUESTION: 93

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Answer: ([SHOW ANSWER](#))

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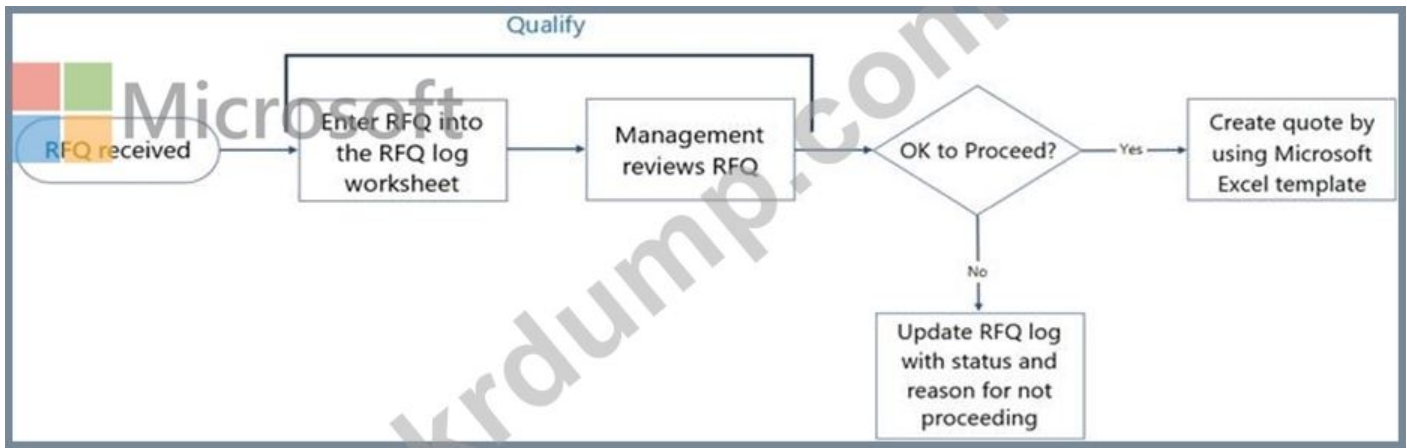
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NEW QUESTION: 94

- Dynamics 365 for Sales □□□ □□□□□.
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- A. □□□ □□
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Answer: A,C,D (LEAVE A REPLY)

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customize/configure-interactive-dashboards>

NEW QUESTION: 95

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Actions

Create a playbook template

Export the list to a file

Add the manager's user ID to the
correct business unit

Add the security role to the
manager's user ID

Answer Area

Information

Price lists

Competitor list

Action

Action

Action

Answer:

Actions

Create a playbook template

Export the list to a file

Add the manager's user ID to the
correct business unit

Add the security role to the
manager's user ID

Answer Area

Information

Price lists

Competitor list

Action

Add the manager's user ID to the
correct business unit

Export the list to a file



NEW QUESTION: 96

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Option

Entity

	▼
Lead	
Quote	
Opportunity	
Invoice	

Date field

	▼
Actual Close Date	
Created on Date	
Final Decision Date	

Revenue field

	▼
Total Amount	
Budget Amount	
Actual Revenue	

Answer:

Parameter	Option
Entity	▼ Lead Quote Opportunity Invoice
Date field	▼ Actual Close Date Created on Date Final Decision Date
Revenue field	▼ Total Amount Budget Amount Actual Revenue

NEW QUESTION: 97

Dynamics 365 Sales has a number of built-in security roles.

Which of the following is a built-in security role?

* Sales Representative

* Sales Representative (Sales Representative)

* Sales Representative (Sales Representative)

Which of the following is a built-in security role?

* Sales Representative

* Sales Representative (Sales Representative)

Which of the following is a built-in security role?

* Sales Representative (Sales Representative)

Scenario	Privilege
Add notes to leads	Leads owned by people in your business unit only Leads owned by you only Leads owned by anyone in your organization
Assign leads to other users	Leads owned by your business unit and its child business units only Leads owned by people in your business unit only Leads owned by anyone in your organization

Answer:

Requirement

Option

Configure the columns to include in the search.

Lookup view	
Quick Find view	

Include notes in the search.

Microsoft

11

Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

□ □ :

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

NEW QUESTION: 99

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- A. 1**
B. 2
C. 3
D. 7

Answer: A (LEAVE A REPLY)

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Answer:

Requirement	Action
Include projected revenue by factory capacity.	- Set the hierarchical entity to Territory. - Set the rollup entity to Product. - Set the goal metric to Revenue. - Set the hierarchical entity to Product.
Include current revenue targets.	- Upload quota data for each territory. - Create a goal metric. - Create a goal target for revenue. - Upload a goal target from an Excel template.
Include both high confidence and won opportunities.	- Create a calculated column and add it to the column layout. - Add the Committed and Won values to the column layout. - Create a rollup column and add it to the column layout. - Add a calculated value to the Opportunities Forecast view.

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/capture-forecast-category-opportunity>

<https://rocketcrm.co.uk/sales-forecasting-dynamics-365-new-feature/>

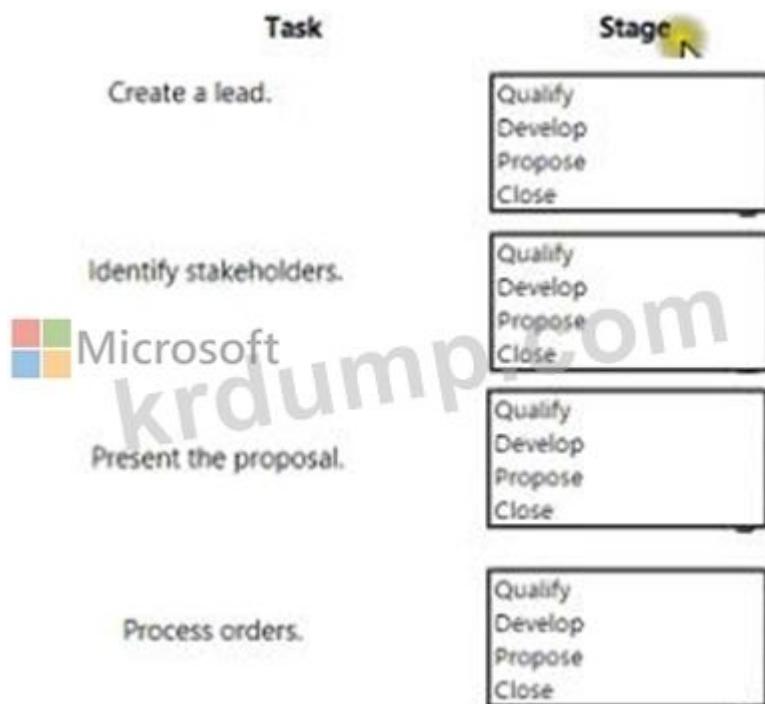
NEW QUESTION: 101

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Answer:



NEW QUESTION: 102

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Relationship Assistant□ □□□□□.

C. Exchange□ □□□ □□□ □□□ □□ □□□□ □□ □□ □□ □□□ □□□.

D. □□□□□ □□ □□□□ □□ □□□ □□□□□ □□ □□ □□ □□□ □□□ □□□□□.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 103

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Answer Area

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

Answer:

Answer Area

Item	Value
Schedule type	▼ Holiday Recurrence
Option	▼ Number of days Owner

NEW QUESTION: 104

Dynamics 365 Sales. You are configuring a new sales process. You want to ensure that the sales process is configured correctly. You need to configure the sales process. What should you do?

A. Configure the sales process to use the default sales process.

B. Configure the sales process to use the default sales process.

C. Configure the sales process to use the default sales process.

D. Configure the sales process to use the default sales process.

Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	Sales History Competitor Win/Loss

Answer:

Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	Sales History Competitor Win/Loss

NEW QUESTION: 105

Dynamics 365 for Sales □□□ □□□ □□□□ □□□□□.

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Requirement	Option
View individual products in a grouping when you create an opportunity.	Kit Bundle
Sell products from a grouping individually.	Kit Bundle
Create a grouping within a grouping.	Kit Bundle

Answer:

Requirement

View individual products in a grouping when you create an opportunity.

Sell products from a grouping individually.

Create a grouping within a grouping.

Option
Kit
Bundle
Kit
Bundle
Kit
Bundle

□□:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-productbundles-sell-multiple-items-together>

NEW QUESTION: 106

PreferredCustomerA□ □□ □□□ □□□□ □□□. □□□ □□□□ □□□?

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- B. □□ □□□ □□ □□ □□
- C. □□□ □□ □□□
- D. □□□ □□ □□
- E. □□□□ □□□□

Answer: ([SHOW ANSWER](#))

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-price-lists-price-list-items-define-pricing-p>

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□□□□□. <https://www.dumptop.com/Microsoft/MB-210-dump.html> (376 Q&As Dumps,
30%OFF Special Discount: **KrDump**)

NEW QUESTION: 107

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Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

Answer:

Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

□□

Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

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Answer:

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/activity-kanban-view>

NEW QUESTION: 109

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B. □□□□ □□

C. □□ □□

D. □□

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 110

Dynamics 365 □□□ □□□□□. User1□□□□ □□□□ □□□ □□ □□□ □□□□□.

User1□ User2□□ □□□□□ □□ □□ □□□ □□□□□ □□□□□.

User2□ □□□ □□□□□ □ □□ User1□ □□□ □□□□ □□□□□ □□□□ □□□.

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C. User2□□ □□ □□ □□

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Answer: A ([LEAVE A REPLY](#))

□□/□□:

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/security-dev/use-record-based-security-control-access-records#sharing-records>

NEW QUESTION: 111

□ □□□□ Dynamics 365 Sales□ □□□□ □□, □□ □ □□□ □□□ □□□□□.

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Answer: B ([LEAVE A REPLY](#))

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

NEW QUESTION: 112

□□□ Dynamics 365 Sales □□□□□□. □□□□□ □□□□ □□□ □□ □□□ □□□□. □□□□ □□□ □□ □□□ □□□□ □□□. □□□ □□□□ □□□? □□□□□ □□ □□□□ □□□ □□□ □□□□□□. □□: □ □□□ □□□ 1□□ □□□ □□□□.

Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	▼ the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	▼ Sales History Competitor Win/Loss

Answer:

Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	▼ the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	▼ Sales History Competitor Win/Loss

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

NEW QUESTION: 113

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□□ □□□□ LinkedIn Sales Navigator □□(□□ □□□)□ □□□□ □□□.

□□□: Dynamics 365 AI for Sales□ □□□□□□.

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A. □

B. □□□

Answer: B (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controls-forms>

NEW QUESTION: 114

□□□□ Dynamics 365 Sales □□□□□ □□□□ □□□□. □□ □□□□ □□ □□□ □□□ □.

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Sales plans	Answer Area	Feature	Microsoft
Dynamics 365 Sales Premium		Knowledge management	Sales plan
Dynamics 365 Sales Enterprise		Sequence designer	
Dynamics 365 Sales Professional		Predictive forecasting	

Answer:

Sales plans	Answer Area	Feature	Microsoft
Dynamics 365 Sales Premium		Knowledge management	Sales plan
Dynamics 365 Sales Enterprise		Sequence designer	Dynamics 365 Sales Professional
Dynamics 365 Sales Professional		Predictive forecasting	Dynamics 365 Sales Professional
			Dynamics 365 Sales Enterprise

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Sales plans	Answer Area	Feature	Microsoft
Dynamics 365 Sales Premium		Knowledge management	Sales plan
Dynamics 365 Sales Enterprise		Sequence designer	Dynamics 365 Sales Professional
Dynamics 365 Sales Professional		Predictive forecasting	Dynamics 365 Sales Professional
			Dynamics 365 Sales Enterprise

NEW QUESTION: 115

Dynamics 365 Sales □□□ □□□□□ .

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Actions	Answer Area
Open System Jobs.	
Open Settings.	
Open Data Management.	
Configure Automatic Record Creation and Update Rules.	
Open Business Management.	

Answer:

Requirement	Setting
Determine the number of territories.	☐ Four territories and zero sub-territories ☐ Two territories and two sub-territories ☒ One territory and three sub-territories ☐ One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	☒ One territory and one sub-territory: Florida and Jacksonville ☐ One sub-territory: Jacksonville ☐ Two territories: Florida and Jacksonville ☐ One territory: Florida
Determine how many territories the Florida sales manager should manage.	☒ One territory and zero sub-territories: Florida ☐ One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa ☐ Four territories: Florida, Jacksonville, Miami, and Tampa ☐ Zero territories and three sub-territories: Jackson, Miami, and Tampa

□□

Answer Area

Requirement	Setting
Determine the number of territories.	One territory and three sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One sub-territory: Jacksonville
Determine how many territories the Florida sales manager should manage.	One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa

NEW QUESTION: 117

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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	Action
What must you do when you close a successful sale?	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

NEW QUESTION: 118

Dynamics 365 Sales ☐ ☐ ☐ ☐ ☐ ☐.

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Scenario	Option
Add a product from an opportunity.	Existing Product Write-In Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-In Product Get Products

Answer:

Scenario	Option
Add a product from an opportunity.	Existing Product Write-In Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-In Product Get Products

☐ ☐

Answer Area	Scenario	Option
	Add a product from an opportunity.	Get Products
	Add a product from a price list.	Existing Product
	Add a product that does not exist in the product catalog.	Write-In Product

NEW QUESTION: 119

Fourth Coffee□ □□ □□ □□ □□□□ □□□□□. □□ □□□ □□□□□.

Account Overview as of: 11/13/2018		Status	Acct#												
Fourth Coffee (sample)		Active	ABSS4G45												
Basic Profile Parent Account: Relationship: Industry: Location: Renton, Tx Category: Website: http://www.fourthcoffee.com/ Ownership: Ticker Symbol:		Opportunity Summary <u>Active opportunities by probability</u> <u>All opportunities by current state</u> No Data No Data <table border="1"> <thead> <tr> <th>Active Opportunities</th> <th>Amount</th> <th>Prob</th> <th>Weighted</th> </tr> </thead> <tbody> <tr> <td>Other</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Total</td> <td></td> <td>0</td> <td></td> </tr> </tbody> </table>		Active Opportunities	Amount	Prob	Weighted	Other				Total		0	
Active Opportunities	Amount	Prob	Weighted												
Other															
Total		0													
Primary Contact Yvonne McKay (sample) Title: Purchasing Manager Location: Redmond, WA Business Phone: 555-0100 Mobile Phone: Home Phone: Fax: Pager: Email: someone_a@example.com		Service Summary <u>Satisfaction (all closed cases)</u> <u>Status Reason (all cases)</u> Problem Solved In Progress													
Additional Contacts Yvonne McKay (sample) - Purchasing Manager - (555-0100)															

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Question	Answer choice
Why is the satisfaction area blank?	▼ There are no closed cases Users are not completing the satisfaction field The Reporting Service is down Cases with the problem solved have not been closed
Which type of account is Fourth Coffee?	▼ Active Parent Account Inactive Child Account

Answer:



Microsoft

Answer choice

Why is the satisfaction area blank?

- There are no closed cases
- Users are not completing the satisfaction field
- The Reporting Service is down
- Cases with the problem solved have not been closed

Which type of account is Fourth Coffee?

Active
Parent Account
Inactive
Child Account

NEW QUESTION: 120

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Kanban ☐☐☐☐ ☐ ☐ ☐☐☐ ☐☐☐ ☐☐☐☐.

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Requirement



Microsoft Acti

Action

Set up Kanban.

In App Settings, select the correct setting.	
On the View menu, select the correct view.	
In Advanced settings, select the correct setting.	
On the command bar, select Show As, and then select the correct setting.	

View the opportunities
in the sales cycle.

Change the Kanban type to Status.	
Change the view to All Opportunities.	
Change the view to Partner Opportunities.	
Change the Kanban type to a business process flow.	

Change the status to the same status view.

Drag the opportunity to another column.	
Create a new opportunity with the correct status.	
Drag the opportunity to the bottom of the column.	
Create a lead and quality the lead with the new status	

Answer:

Requirement	Action
Set up Kanban.	In App Settings, select the correct setting. On the View menu, select the correct view. In Advanced settings, select the correct setting. On the command bar, select Show As, and then select the correct setting.
View the opportunities in the sales cycle.	Change the Kanban type to Status. Change the view to All Opportunities. Change the view to Partner Opportunities. Change the Kanban type to a business process flow.
Change the status to the same status view.	Drag the opportunity to another column. Create a new opportunity with the correct status. Drag the opportunity to the bottom of the column. Create a lead and qualify the lead with the new status.

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/opportunity-kanban-view>

NEW QUESTION: 121

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Actions

Create a playbook template

Export the list to a file

Add the manager's user ID to the correct business unit

Add the security role to the manager's user ID

Answer Area

Information

Price lists

Competitor list

Action

Action

Action

Answer:

Actions

Create a playbook template

Export the list to a file

Add the manager's user ID to the correct business unit

Add the security role to the manager's user ID

Answer Area

Information

Price lists

Competitor list

Action

Add the manager's user ID to the correct business unit

Export the list to a file

□□

Information	Action
Price lists	Add the manager's user ID to the correct business unit
Competitor list	Export the list to a file

MB-210 □□ □□□ □□□□□ □□ DumpTop □□ □□□□ □□□ MB-210 □□!
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 □□□□□. <https://www.dumptop.com/Microsoft/MB-210-dump.html> (376 Q&As Dumps,
30%OFF Special Discount: KrDump)

NEW QUESTION: 122

□□□□ LinkedIn Sales Navigator □ □□ Dynamics 365 Sales Premium □ □□□□ □□□□.
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Features

Adaptive sequence

Research activity

Connect sequence

Answer Area

Requirement

Quote over a million dollars sent
 View LinkedIn profile and add info
 Sequence added to existing pipelines

Feature

Answer:

Features	Answer Area	Requirement	Feature
☒ Adaptive sequence		Quote over a million dollars sent	☒ Research activity
☒ Research activity		View LinkedIn profile and add info	☒ Connect sequence
☒ Connect sequence		Sequence added to existing quotes	☒ Adaptive sequence

NEW QUESTION: 123

□□□ □□□ Dynamics 365 Sales □□□□□□. □□□ □□□□ □□□ □□□□ □□□□□□. □□□ □□□□ □□ □□□□ □□□□□□. □□ □□□□ □ □□ □□□□ □□ □□□ □□ □□□ □□□□ □ □□□ □□ □□□□ □□ □□□ □□□□□ □□□. □□□ □□□□ □□□. □ □□□ □□□ □□□□ □□□? □□□□□ □□ □□□□ □□□ □□□ □□□□□□□□. □□: □ □□□ □□□ 1□□ □□□ □□□□□.

Step	Configuration
Configure a relationship definition.	▼ account opportunity contact product
Select the top of the hierarchy.	▼ customer name main event record parent opportunity field opportunity entity

Answer:

Step	Configuration
Configure a relationship definition.	▼ account opportunity contact product
Select the top of the hierarchy.	▼ customer name main event record parent opportunity field opportunity entity

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/configure-forecast-using-custom-rollup-entity>

NEW QUESTION: 124

Q: Which of the following is a valid report type for the Microsoft Dynamics 365 Sales application? A. Accounts Activity last 30 days B. Accounts Activity last 90 days C. Accounts Activity last 60 days D. Accounts Activity last 120 days

A. Accounts Activity last 30 days

B. Accounts Activity last 90 days

C. Accounts Activity last 60 days

D. Accounts Activity last 120 days

Answer: A (LEAVE A REPLY)

A. Accounts Activity last 30 days

B. Accounts Activity last 90 days

Answer: A (LEAVE A REPLY)

A. Accounts Activity last 30 days

NEW QUESTION: 125

Q: Which of the following is a valid report type for the Microsoft Dynamics 365 Sales application? A. Accounts Activity last 30 days B. Accounts Activity last 90 days C. Accounts Activity last 60 days D. Accounts Activity last 120 days

The screenshot shows the 'Report: Accounts Activity last 30 days' form in the Microsoft Dynamics 365 Sales application. The form is titled 'Report: Accounts Activity last 30 days' and has a subtitle 'Working on solution: Default Solution'. A yellow banner at the top states: 'Your report has been saved. You can edit the properties of the report, or close this form.' The form is divided into several sections: 'Source' (set to 'Report Wizard'), 'Details' (with fields for Name, Description, and Parent Report), 'Categorization' (with fields for Categories, Related Record Types, Display in, and Languages), and 'Report Wizard' (with a button to 'Click Report Wizard to create or modify the report'). A large watermark 'krdump.com' is overlaid on the form.

Q: Which of the following is a valid report type for the Microsoft Dynamics 365 Sales application?

A. Accounts Activity last 30 days B. Accounts Activity last 90 days C. Accounts Activity last 60 days D. Accounts Activity last 120 days

Answer: A (LEAVE A REPLY)

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Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

Answer:

Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

NEW QUESTION: 128

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Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 129

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 130

□□□ Dynamics 365 for Sales□ □□ □ □□ □□□ □□□□□. □□□□ □ □□ □□ □□ □

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Answer: A,D ([LEAVE A REPLY](#))

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NEW QUESTION: 131

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Components

Products

Price Lists

Discount Lists

Unit Groups

Answer Area

Entry description

Component

Drink flavors list

Component

Four or more cases

Component

Combination of flavors

Component

One can

Component

Answer:

Components	Answer Area	Component
Products	Drink flavors list	Unit Groups
Price Lists	Four or more cases	Discount Lists
Discount Lists	Combination of flavors	Discount Lists
Unit Groups	One can	Products

Products

Price Lists

Discount Lists

Unit Groups

Answer Area

Entry description	Component
Drink flavors list	Unit Groups
Four or more cases	Discount Lists
Combination of flavors	Discount Lists
One can	Products

NEW QUESTION: 132

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Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 133

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Products	Answer Area								
Price List Product Non-catalog Product Opportunity Product	<table><thead><tr><th>Option</th><th>Product</th></tr></thead><tbody><tr><td>Existing product</td><td>product</td></tr><tr><td>Write-in product</td><td>product</td></tr><tr><td>Get product</td><td>product</td></tr></tbody></table>	Option	Product	Existing product	product	Write-in product	product	Get product	product
Option	Product								
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Write-in product	product								
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Answer:

Products	Answer Area								
Price List Product Non-catalog Product Opportunity Product	<table><thead><tr><th>Option</th><th>Product</th></tr></thead><tbody><tr><td>Existing product</td><td>Price List Product</td></tr><tr><td>Write-in product</td><td>Non-catalog Product</td></tr><tr><td>Get product</td><td>Opportunity Product</td></tr></tbody></table>	Option	Product	Existing product	Price List Product	Write-in product	Non-catalog Product	Get product	Opportunity Product
Option	Product								
Existing product	Price List Product								
Write-in product	Non-catalog Product								
Get product	Opportunity Product								

NEW QUESTION: 134

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Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 135

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Question	Value
Which entity records are created?	☐ Account, Contact, and Opportunity ☐ Only Opportunity and Contact
What is the lead status?	☒ Qualified ☐ Closed ☐ Open

Microsoft

Question	Value
Which entity records are created?	Account, Contact, and Opportunity Only Opportunity and Contact
What is the lead status?	Entered Closed Open

Answer Area		
Question	Value	
Which entity records are created?	Account, Contact, and Opportunity	
What is the lead status?	Open	

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Preview								
Territory	Quota	Manager	Best case	Committed	Lost	Omitted	Pipeline	Won
 City								 75%
 South								 75%
 North								 75%

Where should you rename the Omitted column to Cancelled for this forecast?

Where should you delete the Lost column for this forecast?



Answer:

Where should you rename the Omitted column to Cancelled for this forecast?

Forecast Category option set
Forecast view
Layout column settings
Preview grid

Where should you delete the Lost column for this forecast?

Forecast configuration
Forecast configuration filter data
Forecast Category option set value
Forecast view

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/choose-layout-and-columns-forecast>

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30%OFF Special Discount: KrDump)

NEW QUESTION: 137

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Task

Action

Configure security

Assign the user the Office 365 Global Admin role
Assign the Dynamics 365 System Customizer Security role

Deployment action

Select the organization for installation
Publish all customizations

Answer:

Task

Configure security

Task	Action
Configure security	Assign the user the Office 365 Global Admin role
	Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation
	Publish all customizations

NEW QUESTION: 138

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Dynamics 365 App for Outlook □ □□□□.

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Answer Area

Type

Existing email

New email

Action

Type	Action
Existing email	Track the email from Advanced Find
	Set the regarding field on the email from Dynamics 365 App for Outlook
New email	Add an email from Lead Timeline
	Insert a Lead email template

Answer:

Answer Area

Type

Existing email

New email

Action

Type	Action
Existing email	Track the email from Advanced Find
	Set the regarding field on the email from Dynamics 365 App for Outlook
New email	Add an email from Lead Timeline
	Insert a Lead email template

NEW QUESTION: 139

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Answer: A (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-edit-competitorreco> □□

NEW QUESTION: 140

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Answer: (SHOW ANSWER)

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/customize/configure-interactivedashboards>

NEW QUESTION: 141

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Answer: B (LEAVE A REPLY)

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

NEW QUESTION: 142

Dynamics 365 for Sales □□□ □□□□□. □□ □□□ □□□□ □□□□ □□ □□ □□ □□□□□.

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Actions	Answer Area
Create a hot lead	Navigation icons: back, forward, up, down
Create a case with high priority	
Create a warm lead	
Create a cold lead	

Answer:

Answer Area

Create a hot lead

Create a warm lead

Create a case with high priority

Create a cold lead

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NEW QUESTION: 143

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Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	Sales History Competitor Win/Loss

Answer:

Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	Sales History Competitor Win/Loss

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Question	Response
You need to add the winning competitor to an opportunity. Where should you perform this action?	the opportunity record the opportunity close record the competitor record
You need to track the team's performance against competitors? Which report should you run?	Sales History Competitor Win/Loss

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

NEW QUESTION: 144

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Chart type	Type
All leads by requirement in the last 30 days	Dashboard Views Graphs
Leads converted in the last 30 days	Graph Report Export to Microsoft Excel

Answer:

Entity	Number of Stages	Number of Steps per Stage
Lead	10	10
Opportunity	10	10
Quote	10	10
Order	10	10
Invoice	10	10

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Answer: D (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/business-process-flows-overview?view=op-9-1>

NEW QUESTION: 147

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Sales plans	Answer Area	Feature	Sales plan
Dynamics 365 Sales Premium		Knowledge management	
Dynamics 365 Sales Enterprise		Sequence designer	
Dynamics 365 Sales Professional		Predictive forecasting	

Answer:

Sales plans	Answer Area	Feature	Sales plan
Dynamics 365 Sales Premium		Knowledge management	Dynamics 365 Sales Professional
Dynamics 365 Sales Enterprise		Sequence designer	Dynamics 365 Sales Professional
Dynamics 365 Sales Professional		Predictive forecasting	Dynamics 365 Sales Enterprise

NEW QUESTION: 148

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Identify stakeholders.	☐ Quality ☐ Develop ☐ Propose ☐ Close
Present the proposal.	☐ Quality ☐ Develop ☐ Propose ☐ Close

Identify stakeholders.

Present the proposal.

Qualify
Develop
Propose
Close

Answer Area



Dynamics 365 for Sales □□□ □□□□□. □□ □□□ □□□□ □□□□ □□□□ □□ □□
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Product A is a software solution that helps businesses manage their sales pipeline. It is a cloud-based application that can be accessed from any device. Product A is designed to be easy to use and integrate with other business systems. It is a powerful tool for sales teams to track leads, manage deals, and close sales. Product A is a great choice for businesses looking to improve their sales performance.

ACTIONS  **Answer Area**

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



Answer:

Answer Area


Create a hot lead

Create a warm lead

Create a case with high priority

Create a cold lead

- 1 - ☐ ☐ ☐ ☐
- 2 - ☐ ☐ ☐ ☐
- 3 - ☐ ☐ ☐ ☐ ☐ ☐
- 4 - ☐ ☐ ☐ ☐

NEW QUESTION: 150

Product A is a software solution that helps businesses manage their sales pipeline. It is a cloud-based application that can be accessed from any device. Product A is designed to be easy to use and integrate with other business systems. It is a powerful tool for sales teams to track leads, manage deals, and close sales. Product A is a great choice for businesses looking to improve their sales performance.

- A. ☐ ☐ ☐
- B. ☐

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 151

Dynamics 365 Sales is a software solution that helps businesses manage their sales pipeline. It is a cloud-based application that can be accessed from any device. Dynamics 365 Sales is designed to be easy to use and integrate with other business systems. It is a powerful tool for sales teams to track leads, manage deals, and close sales. Dynamics 365 Sales is a great choice for businesses looking to improve their sales performance.

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Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

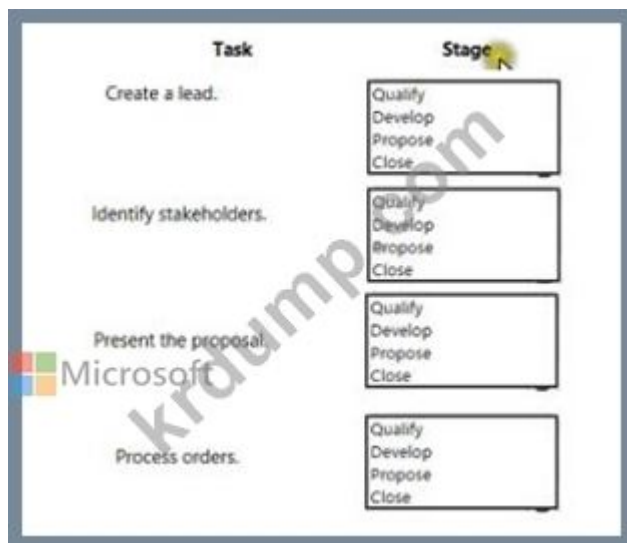
Answer:

Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

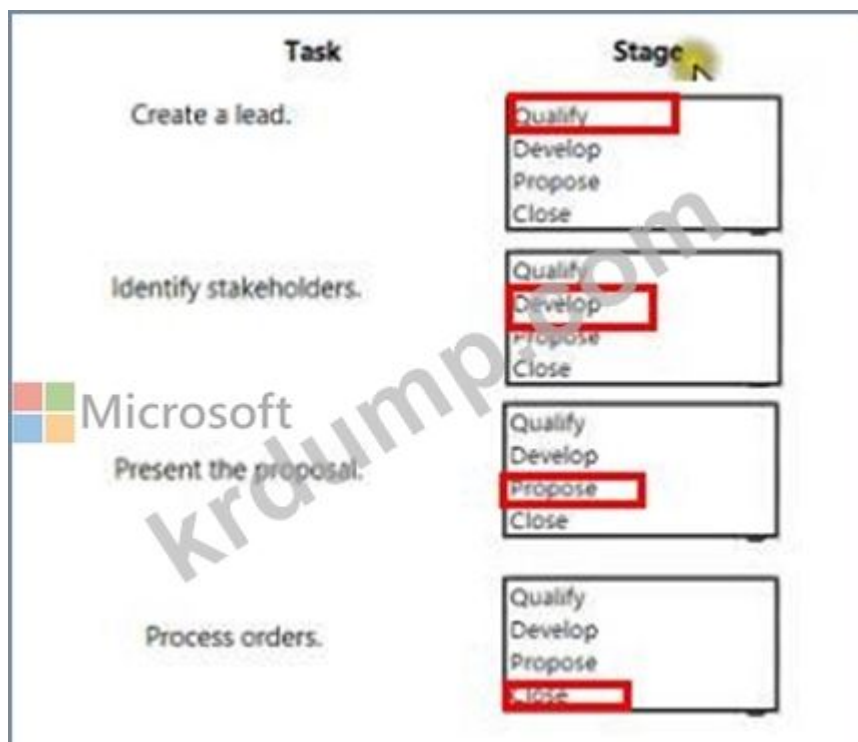
MB-210 ☐☐ ☐☐☐ ☐☐☐☐☐ ☐☐ DumpTop ☐☐ ☐☐☐☐ ☐☐☐ MB-210 ☐☐!
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30%OFF Special Discount: KrDump)

NEW QUESTION: 152

☐☐☐☐ Dynamics 365 Sales☐ ☐☐☐☐ ☐☐ ☐☐☐☐☐☐☐.
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Answer:



☐☐:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/nurture-sales-from-lead-order-sales>

NEW QUESTION: 153

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- □□□□ LinkedIn Sales Navigator □□(□□ □□□)□ □□□□ □□□.
- : Dynamics 365 AI for Sales□ □□□□□□.
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- A. □
- B. □□□

Answer: ([**SHOW ANSWER**](#)**)**

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controls-forms>

NEW QUESTION: 154

Fourth Coffee□ □□ □□ □□ □□□□ □□□□□. □□ □□□ □□□□□.

Question

Answer choice

Why is the satisfaction area blank?

▼

There are no closed cases

Users are not completing the satisfaction field

The Reporting Service is down

Cases with the problem solved have not been closed

Which type of account is Fourth Coffee?

▼

Active

Parent Account

Inactive

Child Account

NEW QUESTION: 155

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Actions

Configure the channel provider

Download and import the Dynamics 365 Channel Integration Framework

Enable for mobile client

Set up server-side synchronization

Navigate to the Channel Integration Framework application

Enable Microsoft Teams integration

Answer Area

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Answer:

Download and import the Dynamic 365 Channel Integration Framework

Navigate to the Channel Integration Framework application

Configure the channel provider

1 - Dynamic 365 ☐☐ ☐☐ ☐☐☐☐☐ ☐☐☐☐ ☐ ☐☐☐☐

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<https://docs.microsoft.com/en-us/dynamics365/ai/sales/integrate-sample-softphone>

<https://docs.microsoft.com/en-us/dynamics365/customer-service/channel-integration-framework/configure-channel-provider-channel-integration-framework>

NEW QUESTION: 156

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Which activity type can users convert to leads?

	▼
Task	
Email	
Phone Call	
Appointment	

Which field carries over from the activity to the lead?

	▼
Subject	
Regarding	
Start Date	
Existing Contact	

Answer:

Requirement	Feature										
Which activity type can users convert to leads?	<table border="1"> <tr> <td></td> <td>▼</td> </tr> <tr> <td colspan="2">Task</td> </tr> <tr> <td colspan="2">Email</td> </tr> <tr> <td colspan="2">Phone Call</td> </tr> <tr> <td colspan="2">Appointment</td> </tr> </table>		▼	Task		Email		Phone Call		Appointment	
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Task											
Email											
Phone Call											
Appointment											
Which field carries over from the activity to the lead?	<table border="1"> <tr> <td></td> <td>▼</td> </tr> <tr> <td colspan="2">Subject</td> </tr> <tr> <td colspan="2">Regarding</td> </tr> <tr> <td colspan="2">Start Date</td> </tr> <tr> <td colspan="2">Existing Contact</td> </tr> </table>		▼	Subject		Regarding		Start Date		Existing Contact	
	▼										
Subject											
Regarding											
Start Date											
Existing Contact											

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<https://community.learnmsdynamics.com/post/how-to-create-leads-in-microsoft-dynamics-365-5f157032469b481ed3ad3caa>

NEW QUESTION: 157

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Configuration

Scope

Goal calculation

System

Manual Recalculate as needed

Business entity

Goal type

Child

Parent

Stretch

Answer:



The screenshot shows the 'Configuration' page for 'Goal calculation' and 'Goal type'. The 'Goal calculation' dropdown is set to 'System' and the 'Goal type' dropdown is set to 'Child'. Both dropdowns are highlighted with red boxes.

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/goals-overview>

NEW QUESTION: 158

Contoso, Ltd. is a company that uses Dynamics 365 Sales. The company has a sales team that is located in the United States.

Dynamics 365 Sales is configured to use the following settings:

• The 'Goal Calculation' is set to 'System'.

• The 'Goal Type' is set to 'Child'.

• The 'Goal Calculation' is set to 'Manual Recalculate as needed'.

Scenario	Option
Add a product from an opportunity.	Existing Product Write-in Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-in Product Get Products

Answer:

Scenario	Option
Add a product from an opportunity.	Existing Product Write-in Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-in Product Get Products

NEW QUESTION: 161

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Question	Response
Which action should you perform?	Revise Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	Draft Revised In Progress Open

Answer:

Question	Response
Which action should you perform?	Revise Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	Draft Revised In Progress Open

□□

Answer Area

Question	Response
Which action should you perform?	Revise
What is the resulting status for the quote after you perform the action?	Draft

NEW QUESTION: 162

Dynamics 365 Sales □□□ □□□□□.

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Element	Value
Type	▼ Interactive Experience Dashboard Dashboard
Stream	▼ Single stream Multi stream
Creation location	▼ Home page Entity

Answer:

Element	Value
Type	▼ Interactive Experience Dashboard Dashboard
Stream	▼ Single stream Multi stream
Creation location	▼ Home page Entity

□□

Element



Type

	▼
Interactive Experience Dashboard	
Dashboard	

Stream

	▼
Single stream	
Multi stream	

Creation location

	▼
Home page	
Entity	

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<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/configure-interactive-experience-dashboard>

NEW QUESTION: 163

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Answer: B,D ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/sales-professional/create-orders-sp>

NEW QUESTION: 164

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- C.** ☐☐ ☐☐☐ ☐☐ ☐☐
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NEW QUESTION: 165

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NEW QUESTION: 166

Question

You need to move to the Develop stage. What should you do?

Answer Choice

Qualify the Lead
Select Next Stage
Select Develop

Which new record or records are created?

- only an Opportunity
- only an Account and a Contact
- only an Account and an Opportunity
- an Account, a Contact, and an Opportunity

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☐☐☐☐☐. <https://www.dumptop.com/Microsoft/MB-210-dump.html> (376 Q&As Dumps,
30%OFF Special Discount: KrDump)

NEW QUESTION: 167

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Source entity	Source
Quote	▼ Lead Opportunity Quote Order
Order	▼ Lead Opportunity Quote Order
Invoice	▼ Lead Opportunity Quote Order

Answer:

Source entity

Source

Quote

▼

Lead

Opportunity

Quote

Order

Order

▼

Lead

Opportunity

Quote

Order

Invoice

▼

Lead

Opportunity

Quote

Order



Source entity

Source

Quote

	▼
Lead	
Opportunity	
Quote	
Order	

Order

	▼
Lead	
Opportunity	
Quote	
Order	

Invoice

	▼
Lead	
Opportunity	
Quote	
Order	



NEW QUESTION: 168

Dynamics 365 Sales □□□ □□□□□.

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Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

Answer:

Scenario	Status reason
A lead is created and contacted by phone.	▼ New-Contacted Open-Contacted Qualified-New Qualified-Qualified
A lead has no contact method available.	▼ Open-Cannot Contact Qualified-Cannot Contact Disqualified-Cannot Contact
A lead is ready to be an opportunity.	▼ Qualified-New Qualified-Qualified Qualified-Closed

□□

Scenario



Microsoft

A lead is created and contacted by phone.

Status reason

New-Contacted
Open-Contacted
Qualified-New
Qualified-Qualified

A lead has no contact method available.

Open-Cannot Contact
Qualified-Cannot Contact
Disqualified-Cannot Contact

A lead is ready to be an opportunity.

Qualified-New
Qualified-Qualified
Qualified-Closed

NEW QUESTION: 169

Dynamics 365 Sales □□□ □□□□□.

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Actions

- Open System Jobs.
- Open Settings.
- Open Data Management.
- Configure Automatic Record Creation and Update Rules.
- Open Business Management.

Answer Area

Microsoft

Answer:

Actions

- Open System Jobs.
- Open Settings.
- Open Data Management.
- Configure Automatic Record Creation and Update Rules.
- Open Business Management.

Answer Area

- Open Settings.
- Open System Jobs.
- Configure Automatic Record Creation and Update Rules.

Microsoft

□□

Scenario	Action
Determine the price of the product bundle.	- Use the lunch bundle price. - Add the prices of the sandwiches, napkins, and sodas. - Add the lunch bundle price and the prices of the napkins and sodas. - Subtract the prices of the napkins and sodas from the lunch bundle price.
Increase the number of sodas at no additional charge.	- Increase the quantity of sodas in the line item. - Add a new line item for sodas and override the price. - Add a new line item for sodas with the default price. - Delete the soda line item from the bundle and add a new line item for all the sodas with the default price.
Increase the number of sandwiches and charge the price list price for each additional sandwich.	- Increase the quantity of sandwiches in the line item. - Add another line item for sandwiches and override the price. - Add another line item for sandwiches with the default price. - Delete the sandwich line item from the bundle and add a new line item for all the sandwiches with the default price.

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/pricing-product-bundles>

NEW QUESTION: 171

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Task	Action
Configure security	- Assign the user the Office 365 Global Admin role - Assign the Dynamics 365 System Customizer Security role
Deployment action	- Select the organization for installation - Publish all customizations

Answer:

Task	Action
Configure security	Assign the user the Office 365 Global Admin role Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation Publish all customizations

□ □

Task	Action
Configure security	Assign the user the Office 365 Global Admin role Assign the Dynamics 365 System Customizer Security role
Deployment action	Select the organization for installation Publish all customizations

NEW QUESTION: 172

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A. ☐☐☐

B. ☐

Answer: B ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/admin/set-up-sales-territories-o>

<https://docs.microsoft.com/en-us/dynamics365/field-service/set-up-territories>

NEW QUESTION: 173

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Scenario	Action
Products are associated with a quote record	Manually add the products to the opportunity Use the Get Products option Associate the quote with the opportunity
Add a product bundle to the opportunity	Add a write-in product Add an existing product Add the product bundle price list

Answer:

Scenario

Action

Products are associated with a quote record



Add a product bundle to the opportunity

Manually add the products to the opportunity Use the Get Products option Associate the quote with the opportunity
Add a write-in product Add an existing product Add the product bundle price list

☐☐

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

NEW QUESTION: 176

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A. <http://bellowscollege.crm.dynamics.com>

B. <https://crm.bellowscollege.dynamics.com>

C. <https://bellowscollege.crm.dynamics.com>

D. <https://bellowscollege.dynamics.com>

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 177

Dynamics 365 for Sales□ □□□□□.

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Scenario

Products are associated with a quote record



Action

- Manually add the products to the opportunity
- Use the Get Products option
- Associate the quote with the opportunity

Add a product bundle to the opportunity

- Add a write-in product
- Add an existing product
- Add the product bundle price list

Answer:

Scenario	Action
Products are associated with a quote record	- Manually add the products to the opportunity - Use the Get Products option - Associate the quote with the opportunity
Add a product bundle to the opportunity	- Add a write-in product - Add an existing product - Add the product bundle price list

NEW QUESTION: 178

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Requirement

Create leads from incoming emails



Action

- Create a Queue and Record Creation Rule
- Create a Workflow for incoming emails
- Create an Action to trigger a plug-in

Do not create contacts from emails
from unknown senders

- Disable Create records for emails from unknown senders
- Enable duplicate detection rules for emails
- Disable duplicate detection rules for leads
- Enable Create Lead in email tracking

Answer:

Type	Action
Existing email	▼ Track the email from Advanced Find Set the regarding field on the email from Dynamics 365 App for Outlook
New email	▼ Add an email from Lead Timeline Insert a Lead email template



Microsoft

MB-210 □□ □□□ □□□□□ □□ DumpTop □□ □□□□ □□□ MB-210 □□!
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Microsoft dumps are available at DumpTop MB-210 dumps. <https://www.dumptop.com/Microsoft/MB-210-dump.html> (376 Q&As Dumps, 30%OFF Special Discount: **KrDump**)

NEW QUESTION: 182

- Microsoft Dynamics 365 AI Builder is used to create AI models. Which of the following is a valid use case for AI Builder?
- A. Create a custom AI model for sentiment analysis.
 - B. Create a custom AI model for image classification.
 - C. Create a custom AI model for text classification.
 - D. Create a custom AI model for object detection.
 - E. Create a custom AI model for AI Builder.

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 183

- Microsoft Dynamics 365 AI Builder is used to create AI models. Which of the following is a valid use case for AI Builder?
- A. Create a custom AI model for sentiment analysis.
 - B. Create a custom AI model for image classification.
 - C. Create a custom AI model for text classification.
 - D. Create a custom AI model for object detection.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 184

- Microsoft Dynamics 365 AI Builder is used to create AI models. Which of the following is a valid use case for AI Builder?
- A. Create a custom AI model for sentiment analysis.
 - B. Create a custom AI model for image classification.
 - C. Create a custom AI model for text classification.
 - D. Create a custom AI model for object detection.

Microsoft	
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

Answer:

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NEW QUESTION: 185

Fourth Coffee□ □□ □□ □□ □□□□ □□□□□. □□ □□□ □□□□□.

Question	Answer choice
Why is the satisfaction area blank?	There are no closed cases Users are not completing the satisfaction field The Reporting Service is down Cases with the problem solved have not been closed
Which type of account is Fourth Coffee?	Active Parent Account Inactive Child Account

NEW QUESTION: 186

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Microsoft Exchange □□□ □□□ □ □□ □□□ □□□□ □□□.

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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

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

NEW QUESTION: 187

You are a sales manager for a company that uses Microsoft Dynamics 365 Sales. You want to ensure that your sales team can use the web client for sales to communicate with their customers. You also want to ensure that your sales team can use the web client for sales to track incoming messages. You need to configure the web client for sales to track incoming messages. Which product should you use?

A. Exchange Online
 B. Exchange on-premises
 C. both versions of Exchange
 D. Microsoft Outlook

Cat Francis is a sales manager for a company that uses Microsoft Dynamics 365 Sales. She wants to ensure that her sales team can use the web client for sales to communicate with their customers. She also wants to ensure that her sales team can use the web client for sales to track incoming messages. She needs to configure the web client for sales to track incoming messages. Which product should she use?

A. Exchange Online
 B. Exchange on-premises
 C. both versions of Exchange
 D. Microsoft Outlook

You are a sales manager for a company that uses Microsoft Dynamics 365 Sales. You want to ensure that your sales team can use the web client for sales to communicate with their customers. You also want to ensure that your sales team can use the web client for sales to track incoming messages. You need to configure the web client for sales to track incoming messages. Which product should you use?

Answer:

The correct answer is C. both versions of Exchange. The web client for sales can use either Exchange Online or Exchange on-premises to track incoming messages.

Cat Francis is a sales manager for a company that uses Microsoft Dynamics 365 Sales. She wants to ensure that her sales team can use the web client for sales to communicate with their customers. She also wants to ensure that her sales team can use the web client for sales to track incoming messages. She needs to configure the web client for sales to track incoming messages. Which product should she use?

The correct answer is C. both versions of Exchange. The web client for sales can use either Exchange Online or Exchange on-premises to track incoming messages.

<https://docs.microsoft.com/en-us/dynamics365/sales/create-edit-lead-sales>

NEW QUESTION: 188

You are a sales manager for a company that uses Microsoft Dynamics 365 Sales. You want to ensure that your sales team can use the web client for sales to communicate with their customers. You also want to ensure that your sales team can use the web client for sales to track incoming messages. You need to configure the web client for sales to track incoming messages. Which product should you use?

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Requirement	Action
Add the type of loss.	Modify the Status Reason option set. Modify the Forecast category option set. Modify the Close Opportunity option set. Modify the Opportunity Status option set.
Record the loss for forecasting.	Modify the Opportunity Forecast Category Mapping Process workflow. Modify the Opportunity Sales Process business process flow. Modify the Opportunity Close form.

Answer:

Requirement	Action
Add the type of loss.	Modify the Status Reason option set. Modify the Forecast category option set. Modify the Close Opportunity option set. Modify the Opportunity Status option set.
Record the loss for forecasting.	Modify the Opportunity Forecast Category Mapping Process workflow. Modify the Opportunity Sales Process business process flow. Modify the Opportunity Close form.

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Requirement	Action
Add the type of loss.	Modify the Status Reason option set. Modify the Forecast category option set. Modify the Close Opportunity option set. Modify the Opportunity Status option set.
Record the loss for forecasting.	Modify the Opportunity Forecast Category Mapping Process workflow. Modify the Opportunity Sales Process business process flow. Modify the Opportunity Close form.

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/configure-forecast>

NEW QUESTION: 189

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- A. □□□
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Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 191

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Question	Action
What must you do when you close a successful sale?	 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	Action
What must you do when you close a successful sale?	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

NEW QUESTION: 192

□□□ Dynamics 365 for Sales□ □□□□ □□ □□□□□.

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C. ☐☐ ☐☐☐☐ ☐☐☐ ☐☐ ☐☐ ☐☐☐☐☐☐.

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 193

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C. ☐☐☐ ☐☐ ☐☐☐

D. ☐ ☐ ☐ ☐

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 194

Dynamics 365 for Sales □ □□□□.

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Scenario

Action

Products are associated with a quote record

- Manually add the products to the opportunity
- Use the Get Products option
- Associate the quote with the opportunity

Add a product bundle to the opportunity

- Add a write-in product
- Add an existing product
- Add the product bundle price list

Answer:

Scenario	Action
Products are associated with a quote record	Manually add the products to the opportunity Use the Get Products option Associate the quote with the opportunity
Add a product bundle to the opportunity	Add a write-in product Add an existing product Add the product bundle price list

NEW QUESTION: 195

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Report type

Option

Orders

▼

SQL Server Reporting Services

Fetch-based Reporting Services

Discounts by Number of Employees

▼

SQL Server Reporting Services

Fetch-based Reporting Services

Answer:

Report type

Option

Orders

▼

SQL Server Reporting Services

Fetch-based Reporting Services

Discounts by Number of Employees

▼

SQL Server Reporting Services

Fetch-based Reporting Services

NEW QUESTION: 196

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Open the Quick Find View.
Open the Main View.
Expand the Opportunity entity.
Delete the filter criteria Status Equals Open.
Change the filter criteria to Status Does Not Equal Open.

Answer Area

Microsoft

Answer Area

Expand the Opportunity entity.

Open the Quick Find View.

Change the filter criteria to Status Does Not Equal Open.

NEW QUESTION: 198

Answer: A (LEAVE A REPLY)

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Answer: E,F ([LEAVE A REPLY](#))

NEW QUESTION: 200

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Action

Option

View the required charts.

	▼
Select Open Views	
Select Show Visual Filter	
Select Show Global Filter	

Save the dashboard filters.

	▼
Use Visual Filter	
Use Global Filter	



Microsoft

Answer:

Action

Option

View the required charts.

	▼
Select Open Views	
Select Show Visual Filter	
Select Show Global Filter	

Save the dashboard filters.

	▼
Use Visual Filter	
Use Global Filter	



Microsoft

NEW QUESTION: 201

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- A. □
- B. □□□

Answer: A ([LEAVE A REPLY](#))

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

NEW QUESTION: 202

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Requirement	Configuration
Send quotes in a read-only format	Use PDF Use XML Use RTF Use CSV
Create a standardized quote that can be re-used	Create a Word template Create a Fetch XML report Create a PowerBI app

Answer:

Requirement	Configuration
Send quotes in a read-only format	Use PDF Use XML Use RTF Use CSV
Create a standardized quote that can be re-used	Create a Word template Create a Fetch XML report Create a PowerBI app

□□

Requirement	Configuration
Send quotes in a read-only format	Use PDF
Create a standardized quote that can be re-used	Create a Word template

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-quote-pdf>

NEW QUESTION: 203

Dynamics 365 for Sales□□ □□ □ □□□□ □□ □□□ □□□□□.

PriceListA □ PriceListB□ □□ □□□□ □□□ □□□ □□□□ □□□.

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Requirement

Action

Add the products to the opportunity.

	▼
Add both price lists to the opportunity and add the products from both PriceListA and PriceListB	
Add the products from PriceListA, change to PriceListB, and add the remaining products	
Add the products to the opportunity and specify PriceListA or PriceListB on the product	

Select **Recalculate** on an opportunity.

	▼
Each product is recalculated using the current list price both PriceListA and PriceListB	
The estimated revenue is recalculated according to the prices currently displayed on the product line items grid	
The products on the active price list in the opportunity are recalculated according to current list price	

Answer:

Requirement

Action

Add the products to the opportunity.

	▼
Add both price lists to the opportunity and add the products from both PriceListA and PriceListB	
Add the products from PriceListA, change to PriceListB, and add the remaining products	
Add the products to the opportunity and specify PriceListA or PriceListB on the product	

Select **Recalculate** on an opportunity.

	▼
Each product is recalculated using the current list price both PriceListA and PriceListB	
The estimated revenue is recalculated according to the prices currently displayed on the product line items grid	
The products on the active price list in the opportunity are recalculated according to current list price	

NEW QUESTION: 204

□□□ Dynamics 365 for Sales □□□□□.

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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:

Relationship Assistant

Search topics

Relationship Assistant
Search topics

Contoso, Ltd. □ Dynamics 365 □□□ □□□□□. □□□□ sales@contoso.com□□ □□□□ □□□ □□□□ □□□ □□□ □□□□ □□□□□.

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Question	Answer Area
1. What is the requirement to create an email?	Requirement Create an email.
2. What is the requirement to send an email?	Send the email.

Answer:

Actions	Answer Area
Create a business process flow	Requirement
Create a child workflow	Create an email.
Create a real-time workflow	Send the email.
	Action
	Create a real-time workflow
	Create a child workflow

□□

Requirement

Action

Create an email.

Create a real-time workflow

Send the email.

Create a child workflow

NEW QUESTION: 206

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Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 207

Dynamics 365 for Sales □ □□□□□. □□□□ □□□ □□, □□□□, □□□ □□□ □□□ □ □□□ □□□□□□.

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Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

Answer:

Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

□□:

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

NEW QUESTION: 208

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Product	Quantity	Unit Cost	Amount	Configuration
Sandwich	50	\$5.00	\$250.00	Required
Napkins	50	\$0.25	\$12.50	Optional
Soda	50	\$1.00	\$50.00	Optional

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Scenario	Action
Determine the price of the product bundle.	- Use the lunch bundle price. - Add the prices of the sandwiches, napkins, and sodas. - Add the lunch bundle price and the prices of the napkins and sodas. - Subtract the prices of the napkins and sodas from the lunch bundle price.
Increase the number of sodas at no additional charge.	- Increase the quantity of sodas in the line item. - Add a new line item for sodas and override the price. - Add a new line item for sodas with the default price. - Delete the soda line item from the bundle and add a new line item for all the sodas with the default price.
Increase the number of sandwiches and charge the price list price for each additional sandwich.	- Increase the quantity of sandwiches in the line item. - Add another line item for sandwiches and override the price. - Add another line item for sandwiches with the default price. - Delete the sandwich line item from the bundle and add a new line item for all the sandwiches with the default price.

Answer:

Scenario	Action
Determine the price of the product bundle.	- Use the lunch bundle price. - Add the prices of the sandwiches, napkins, and sodas. - Add the lunch bundle price and the prices of the napkins and sodas. - Subtract the prices of the napkins and sodas from the lunch bundle price.
Increase the number of sodas at no additional charge.	- Increase the quantity of sodas in the line item. - Add a new line item for sodas and override the price. - Add a new line item for sodas with the default price. - Delete the soda line item from the bundle and add a new line item for all the sodas with the default price.
Increase the number of sandwiches and charge the price list price for each additional sandwich.	- Increase the quantity of sandwiches in the line item. - Add another line item for sandwiches and override the price. - Add another line item for sandwiches with the default price. - Delete the sandwich line item from the bundle and add a new line item for all the sandwiches with the default price.

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/pricing-product-bundles>

NEW QUESTION: 209

□□□ Dynamics 365 Sales □□□□□□.

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Action cards

Base
Email from Microsoft Exchange
Email engagement
Today

Answer Area

Scenario

Upcoming meeting reminder

An email is opened

Action card

Email from Microsoft Exchange

Email engagement

□□

Scenario

Upcoming meeting reminder

An email is opened

Action card

Email from Microsoft Exchange

Email engagement

□□:

<https://community.dynamics.com/crm/b/crmpowerobjects/archive/2018/12/31/enable-and-configure-relationship->

NEW QUESTION: 211

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Report type

Option

Orders

SQL Server Reporting Services
Fetch-based Reporting Services

Discounts by Number of Employees

SQL Server Reporting Services
Fetch-based Reporting Services

Answer:

Report type

Option

Orders

	▼
SQL Server Reporting Services	
Fetch-based Reporting Services	

Discounts by Number of Employees



	▼
SQL Server Reporting Services	
Fetch-based Reporting Services	

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30%OFF Special Discount: **KrDump**)

NEW QUESTION: 212

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Action

Option

View the required charts.

	▼
Select Open Views	
Select Show Visual Filter	
Select Show Global Filter	

Save the dashboard filters.



	▼
Use Visual Filter	
Use Global Filter	

Answer:

Dynamics 365 □□□ □□□□□. AppSource□□ □□□□ □□□□ □□□ □□□ □□□□□.
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- Answer: A (LEAVE A REPLY)**

[illegible]

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10. Which of the following is a requirement for setting up playbooks?
A. The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users. The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users. The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users.

NEW QUESTION: 215

Which of the following is a requirement for setting up playbooks?

A. The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users.

* The organization must have a minimum of 20 users.

The organization must have a minimum of 20 users.

The organization must have a minimum of 20 users? The organization must have a minimum of 20 users.

Answer: A. The organization must have a minimum of 20 users.

The screenshot shows a Microsoft Dynamics 365 configuration page. On the left, under the heading "Requirement", there are two items: "Set up playbooks for tracking activities." and "Set up record types for playbooks." On the right, under the heading "Configuration", there are two dropdown menus. The first dropdown menu is open, showing the following options: "Settings", "Activities", "Templates", and "Categories". The second dropdown menu is also open, showing the following options: "Accounts and Contacts", "Phone calls and Appointments", "Accounts, Contacts, and Activities", and "Accounts, Contacts, and Sales literature".

Answer:

Actions

Answer Area

Abandon and then Switch

Finish and then Switch

Switch

Scenario

End the current process and start the correct business process flow.

Temporarily leave the current process for a different business process flow.

Action

Finish and then Switch

Switch

Scenario	Action
End the current process and start the correct business process flow.	Finish and then Switch
Temporarily leave the current process for a different business process flow.	Switch

NEW QUESTION: 217

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B. □□ □□□ □□ □□

C. □□ □□□ □□ □□

D. □□□ □□

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 218

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A. □□ □□ □□□

B. □□□ □□□

C. Microsoft Word □□□

D. □□□ □□□

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 219

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Requirement



Action

Follow-up contact

	▼
Add an activity.	
Add a business rule.	
Add a playbook category.	

Sales Manager checklist

	▼
Add the document to the activity.	
Add the document as a quote template.	
Add the document to the business rule.	

Answer:

Requirement



Action

Follow-up contact

	▼
Add an activity.	
Add a business rule.	
Add a playbook category.	

Sales Manager checklist

	▼
Add the document to the activity.	
Add the document as a quote template.	
Add the document to the business rule.	

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NEW QUESTION: 220

□□□ Dynamics 365 Sales □□□□□□.

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Action	Answer Area
Add Activities.	
Add a stage.	
Add steps to stage.	
Activate processes.	
Add Playbook templates.	
Publish the solution.	
Choose App Settings	
Choose Business process Flow.	



Answer:

Answer Area
Choose Business process Flow
Add a stage
Add steps to stage



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- 2 - □□□□ □□
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NEW QUESTION: 221

□□□□ Dynamics 365 Sales□ □□ □□ □□□ □□□□□ □□□.

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Requirement

Setting

Hierarchical route

Owner

User

Contact

Manager

Permissions - User Lookup field

User

Manager

Created By

None

Answer:

Requirement

Setting

Hierarchical route

Owner

User

Contact

Manager

Permissions - User Lookup field

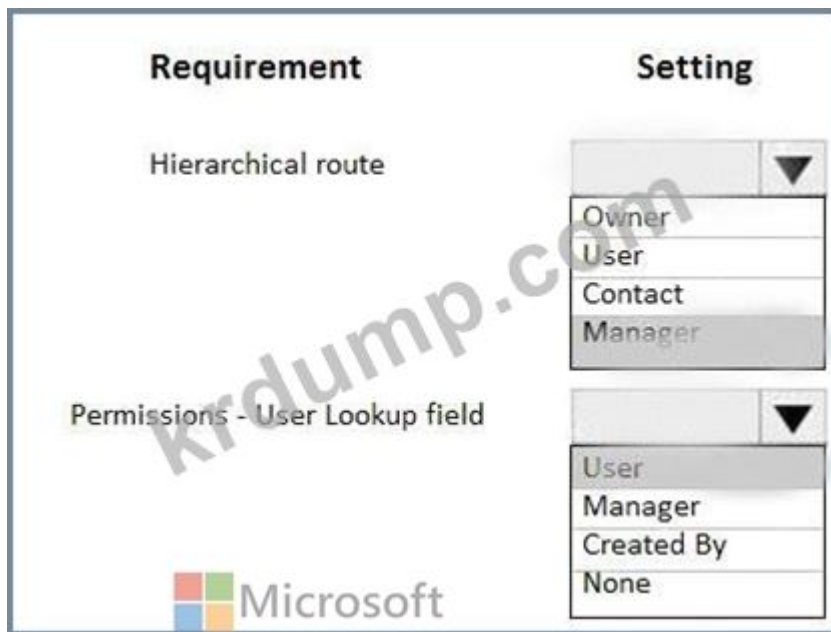
User

Manager

Created By

None

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/select-template-forecast>

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/provide-permissions-forecast>

NEW QUESTION: 222

CompanyB□ □□□ □□□□ □□□.

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A. B□□ □□□□ □□□□□.

B. □□□ □ □□□□ □□□ □□□□□.

C. □□□□ □□□□□□.

D. CompanyB□ □□ □□□□□ □□□□□.

Answer: (SHOW ANSWER)

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<https://docs.microsoft.com/en-us/dynamics365/sales-professional/create-quotes-sales-professional>

NEW QUESTION: 223

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Products

Price List Product

Non-catalog Product

Opportunity Product

Answer Area

Option

Existing product

Write-in product

Get product

Product

product

product

product

Answer:

Products

Price List Product

Non-catalog Product

Opportunity Product

Answer Area

Option

Existing product

Write-in product

Get product

Product

Price List Product

Non-catalog Product

Opportunity Product

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Option	Product
Existing product	Price List Product
Write-in product	Non-catalog Product
Get product	Opportunity Product

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NEW QUESTION: 224

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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

NEW QUESTION: 225

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Tickets dashboard

	▼
Permissions	
View on dashboard	
Dashboard type	
Chart type	

Age groups chart

	▼
Chart type	
Dashboard type	
Series	
Field in view	

Groups of tickets chart

	▼
Field to view	
Dashboard type	
Series	
Chart type	

Answer:

Scenario	Configuration										
Tickets dashboard	<table border="1"> <tr> <td></td> <td>▼</td> </tr> <tr> <td colspan="2">Permissions</td> </tr> <tr> <td colspan="2">View on dashboard</td> </tr> <tr> <td colspan="2">Dashboard type</td> </tr> <tr> <td colspan="2">Chart type</td> </tr> </table>		▼	Permissions		View on dashboard		Dashboard type		Chart type	
	▼										
Permissions											
View on dashboard											
Dashboard type											
Chart type											
Age groups chart	<table border="1"> <tr> <td></td> <td>▼</td> </tr> <tr> <td colspan="2">Chart type</td> </tr> <tr> <td colspan="2">Dashboard type</td> </tr> <tr> <td colspan="2">Series</td> </tr> <tr> <td colspan="2">Field in view</td> </tr> </table>		▼	Chart type		Dashboard type		Series		Field in view	
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Chart type											
Dashboard type											
Series											
Field in view											
Groups of tickets chart	<table border="1"> <tr> <td></td> <td>▼</td> </tr> <tr> <td colspan="2">Field to view</td> </tr> <tr> <td colspan="2">Dashboard type</td> </tr> <tr> <td colspan="2">Series</td> </tr> <tr> <td colspan="2">Chart type</td> </tr> </table>		▼	Field to view		Dashboard type		Series		Chart type	
	▼										
Field to view											
Dashboard type											
Series											
Chart type											

NEW QUESTION: 226

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Source entity	Source
Quote	▼ Lead Opportunity Quote Order
Order	▼ Lead Opportunity Quote Order
Invoice	▼ Lead Opportunity Quote Order

Answer:

Source entity	Source
Quote	▼ Lead Opportunity Quote Order
Order	▼ Lead Opportunity Quote Order
Invoice	▼ Lead Opportunity Quote Order

MB-210 ☐☐ ☐☐☐ ☐☐☐☐☐ ☐☐ DumpTop ☐☐ ☐☐☐☐ ☐☐☐ MB-210 ☐☐!
 DumpTop ☐ ☐☐ **MB-210** ☐☐ ☐☐☐ ☐☐☐☐☐☐, DumpTop MB-210 ☐☐ ☐☐☐☐ ☐☐☐
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 ☐☐☐☐☐. <https://www.dumptop.com/Microsoft/MB-210-dump.html> (376 Q&As Dumps,
30%OFF Special Discount: KrDump)

NEW QUESTION: 227

☐☐☐ Dynamics 365 for Sales ☐☐☐☐☐☐.
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Opportunity: Opportunity Ultrabooks	Microsoft	Est. Close Date 2017-04-23	
Opportunity Sales Process Active for 28 days Qualify Develop Propose (28 D) Close			

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You need to see time spent in the Qualify stage. What should you do?

▼

Create a SSRS report.
 Create a FetchXML report.
 Add a custom field to store the time.
 Add a data step to store the time.

You need to return to the Develop stage and make a change. What happens to the process flow?

▼

The Propose stage becomes inactive and the Develop stage becomes active.
 The Propose stage remains active and the Develop stage becomes active.
 The Propose stage remains active and the Develop stage becomes revised.

Answer:

You need to see time spent in the Qualify stage. What should you do?



▼

Create a SSRS report.
 Create a FetchXML report.
 Add a custom field to store the time.
 Add a data step to store the time.

You need to return to the Develop stage and make a change. What happens to the process flow?

▼

The Propose stage becomes inactive and the Develop stage becomes active.
 The Propose stage remains active and the Develop stage becomes active.
 The Propose stage remains active and the Develop stage becomes revised.

Answer Area

You need to see time spent in the Qualify stage. What should you do?



▼

Create a SSRS report.
 Create a FetchXML report.
 Add a custom field to store the time.
 Add a data step to store the time.

You need to return to the Develop stage and make a change. What happens to the process flow?

▼

The Propose stage becomes inactive and the Develop stage becomes active.
 The Propose stage remains active and the Develop stage becomes active.
 The Propose stage remains active and the Develop stage becomes revised.

NEW QUESTION: 228

Dynamics 365 Sales □□□ □□□□□.

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Actions

Open System Jobs.
 Open Settings.
 Open Data Management.
 Configure Automatic Record Creation and Update Rules.
 Open Business Management.

Answer Area

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Answer:

Answer Area

Open Settings.

Open Business Management.

Configure Automatic Record Creation and Update Rules



Microsoft

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NEW QUESTION: 229

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A. ☐

B. ☐ ☐ ☐

Answer: B ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controls-forms>

NEW QUESTION: 230

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Salesperson1□ □□ □ □□□ □□ □□□ □□ □□□□.

Salesperson2□ □□ □□ □□ □□□ □□□ □□□ □□□□□.

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Which of the following actions can you perform on a discount list item? (Select all that apply.)

Options: ☐ Update system settings. ☐ Update the opportunity. ☐ Update the price list item. ☐ Update the opportunity product.

Actions	Answer Area	Issue	Action
Update system settings.	Discount does not appear on the opportunity line item. Discount is applied incorrectly.	Update the price list item. Update system settings.	
Update the opportunity.			
Update the price list item.			
Update the opportunity product.			

Answer:

Actions	Answer Area	Issue	Action
Update system settings.	Discount does not appear on the opportunity line item. Discount is applied incorrectly.	Update the price list item. Update system settings.	
Update the opportunity.			
Update the price list item.			
Update the opportunity product.			

Options:

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

NEW QUESTION: 231

Dynamics 365 for Sales allows you to create discount lists.

Which of the following actions can you perform on a discount list item? (Select all that apply.)

Options: ☐ Update system settings. ☐ Update the opportunity. ☐ Update the price list item. ☐ Update the opportunity product.

- A. Update system settings.
- B. Update the opportunity.
- C. Update the price list item.
- D. Update the opportunity product.

Answer: (SHOW ANSWER)

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/change-auto-number-prefix-contract-case-article-quote-order-invoice-campaign-category-knowledge-articles>

NEW QUESTION: 232

Which of the following actions can you perform on a discount list item? (Select all that apply.)

Options: ☐ Update system settings. ☐ Update the opportunity. ☐ Update the price list item. ☐ Update the opportunity product.

Options: ☐ Update system settings. ☐ Update the opportunity. ☐ Update the price list item. ☐ Update the opportunity product.

Options: ☐ Update system settings. ☐ Update the opportunity. ☐ Update the price list item. ☐ Update the opportunity product.

Response

- Revise
- Close Quote
- Deactivate
- Reopen Quote

Draft
Revised
In Progress
Open



Question	Response
Which action should you perform?	Revise Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	Draft Revised In Progress Open

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- Answer: D (LEAVE A REPLY)**

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/set-up-sales-territories-organize-business-markets-geographical-area>

Dynamics 365 □ □□□ □□□ □□□□ □□□□.

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Answer:

Actions	Answer Area								
Qualify the lead	<table border="1"> <thead> <tr> <th>Current stage</th> <th>Action</th> </tr> </thead> <tbody> <tr> <td>Qualify</td> <td>Qualify the lead</td> </tr> <tr> <td>Develop</td> <td>Associate an opportunity to the lead</td> </tr> <tr> <td>Propose</td> <td>Associate a quote to the lead</td> </tr> </tbody> </table>	Current stage	Action	Qualify	Qualify the lead	Develop	Associate an opportunity to the lead	Propose	Associate a quote to the lead
Current stage	Action								
Qualify	Qualify the lead								
Develop	Associate an opportunity to the lead								
Propose	Associate a quote to the lead								
Associate a quote to the lead									
Associate an opportunity to the lead									
Complete all required fields in the stage									

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<https://docs.microsoft.com/en-us/dynamics365/sales/nurture-sales-from-lead-order-sales>

NEW QUESTION: 237

Dynamics 365 for Sales □□□ □□□□□.

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Actions	Answer Area
Open Settings	< > ^ v
Open Data Management	
Open Business Management	
Open Service Management	
Configure Automatic Record Creation and Update Rules	

Answer:

Answer Area
Open Settings
Open Service Management
Configure Automatic Record Creation and Update Rules

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2 - □□□ □□□ □□

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NEW QUESTION: 238

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B. ☐ ☐ ☐ ☐

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 239

[illegible]

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Answer:

Solutions	Answer Area	Analysis	Solution
Free Sales Insights only		Email messages	Free Sales Insights only
Advanced Sales Insights only		Relationship between accounts	Advanced Sales Insights only
Free Sales Insights or Advanced Sales Insights		Communication between customer and representative	Free Sales Insights or Advanced Sales Insights

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Solutions	Answer Area	Solution
Free Sales Insights only	Analysis	Free Sales Insights only
Advanced Sales Insights only	Email messages	Advanced Sales Insights only
Free Sales Insights or Advanced Sales Insights	Relationship between accounts	Free Sales Insights or Advanced Sales Insights
	Communication between customer and representative	

NEW QUESTION: 240

Dynamics 365 for Sales□□ □□ □ □□□□ □□ □□□ □□□□□.

PriceListA □ PriceListB□ □□ □□□□ □□□ □□□ □□□□ □□□.

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Requirement

Action

Add the products to the opportunity.

Add both price lists to the opportunity and add the products from both PriceListA and PriceListB	
Add the products from PriceListA, change to PriceListB, and add the remaining products	
Add the products to the opportunity and specify PriceListA or PriceListB on the product	

Select **Recalculate** on an opportunity.

Each product is recalculated using the current list price both PriceListA and PriceListB
The estimated revenue is recalculated according to the prices currently displayed on the product line items grid
The products on the active price list in the opportunity are recalculated according to current list price

Answer:

Requirement

Action

Add the products to the opportunity.

Add both price lists to the opportunity and add the products from both PriceListA and PriceListB
 Add the products from PriceListA, change to PriceListB, and add the remaining products
 Add the products to the opportunity and specify PriceListA or PriceListB on the product

Select **Recalculate** on an opportunity.

Each product is recalculated using the current list price both PriceListA and PriceListB
The estimated revenue is recalculated according to the prices currently displayed on the product line items grid
The products on the active price list in the opportunity are recalculated according to current list price

NEW QUESTION: 241

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Action

Option

View the required charts.

Save the dashboard filters.

- Use Visual Filter
- Use Global Filter

Answer:



Option

[View the required charts.](#)

Save the dashboard filters.

Select Open Views

Select Show Visual Filter

Select Show Global Filter

Use Visual Filter

Use Global Filter

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30%OFF Special Discount: **KrDump**)

NEW QUESTION: 242

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A. ☐

B. □□□

Answer: B (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/track-playbook-activities>

NEW QUESTION: 243

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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

Answer:

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

NEW QUESTION: 244

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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:

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Requirement	Setting
Hierarchical route	▼ Owner User Contact Manager
Permissions - User Lookup field	▼ User Manager Created By None

Answer:

Requirement	Setting
Hierarchical route	▼ Owner User Contact Manager
Permissions - User Lookup field	▼ User Manager Created By None

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/select-template-forecast>

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/provide-permissions-forecast>

NEW QUESTION: 247

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A. □

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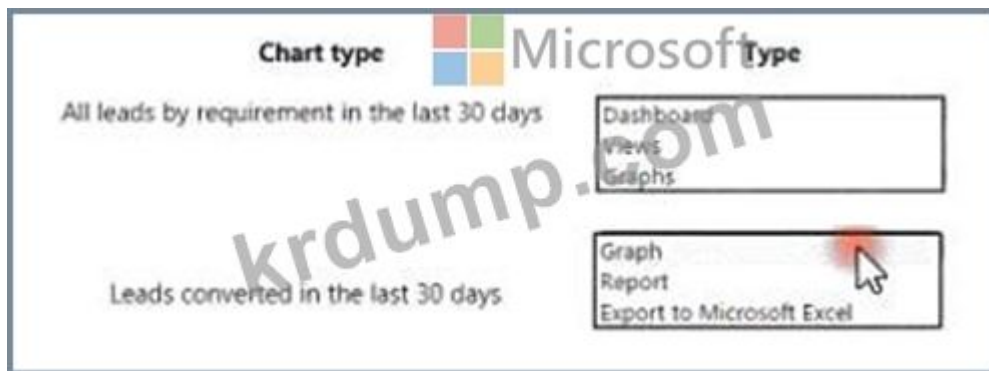
C. □□□□

D. □□

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 248

RFQ □□□□ □□□□ □□□□ □□□.



Answer:



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Purchaser	Markup	Margin
Alumni	10 percent	5 percent
Student	0 percent	0 percent
Non-alumni	0 percent	12 percent

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Report	Report description
Orders	Provides a view of ticket orders and line items.
Discounts by Number of Employees	Provides a custom report to display discounts provided based upon number of employees within a customer organization.
Standings Report	Provides a report hosted by a third party of current team standings.
Branding Report	Provides images of team logos and fonts. This report never changes.
Mobile Salesperson Report	Provides the ability to create PivotTables for mobile sales team members when connected to a network.

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NEW QUESTION: 250

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Question

You need to add the winning competitor to an opportunity. Where should you perform this action?

You need to track the team's performance against competitors? Which report should you run?

Response

the opportunity record
 the opportunity close record
 the competitor record

Sales History
 Competitor Win/Loss

Answer:

Question

You need to add the winning competitor to an opportunity. Where should you perform this action?

You need to track the team's performance against competitors? Which report should you run?

Response

the opportunity record
 the opportunity close record
 the competitor record

Sales History
 Competitor Win/Loss

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Question

You need to add the winning competitor to an opportunity. Where should you perform this action?

Response

the opportunity record
the opportunity close record
the competitor record

You need to track the team's performance against competitors? Which report should you run?

Sales History
Competitor Win/Loss

□□:

<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/close-opportunity-won-lost-sales>

NEW QUESTION: 251

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- B. □ □□ □□ □□ □□□□ □□
- C. □□□ □□ □□ □□□□ □□
- D. □ □□ □□ □□ □□ □□

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 252

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Source entity	Source
Quote	▼ Lead Opportunity Quote Order
Order	▼ Lead Opportunity Quote Order
Invoice	▼ Lead Opportunity Quote Order

Answer:

Source entity

Quote

Order

Invoice



Source

Lead

Opportunity

Quote

Order

Lead

Opportunity

Quote

Order

Lead

Opportunity

Quote

Order

NEW QUESTION: 253

□□□ Dynamics 365 □□□□□□.

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Action cards	Answer Area
Base	Scenario
Email from Microsoft Exchange	Upcoming meeting reminder
Email engagement	An email is opened
Today	Action card
	Action card

Answer:

Action cards

Base
Email from Microsoft Exchange
Email engagement
Today

Answer Area



Scenario

Action card

Upcoming meeting reminder

Email from Microsoft Exchange

An email is opened

Email engagement

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<https://community.dynamics.com/crm/b/crmpowerobjects/archive/2018/12/31/enable-and-configure-relationship-assistant>

NEW QUESTION: 254

□□□ Dynamics 365 Sales □□□□□□.

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Filter types

Timeframe filter	Visual filter
Global filter	

Answer Area

Scenario

View accounts based on case priority
View accounts created in the last three months
View accounts by Created On dates

Filter Type

Filter type
Filter type
Filter type

Answer:

Filter types

Timeframe filter	Visual filter
Global filter	

Answer Area

Scenario

View accounts based on case priority
View accounts created in the last three months
View accounts by Created On dates

Filter Type

Visual filter
Timeframe filter
Global filter

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Scenario	Filter Type
View accounts based on case priority	Visual filter
View accounts created in the last three months	Timeframe filter
View accounts by Created On dates	Global filter

NEW QUESTION: 255

Dynamics 365□□ □□□□ □□□□ □□□ □□ □□□ □□□□□.

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Actions

- Create a view of the business process flow entity and include duration and Active Stage Started On
- Add the owner field from the opportunity to the view
- Add the duration and active stage started on the view of the opportunity
- Create a chart on the business process flow entity and add the new view to include the needed fields
- Create a new of the opportunity entity and include the owner field
- Create a chart on the opportunity entity and use the new view to include the necessary fields

Answer Area

Answer:

Answer Area

Create a view of the business process flow entity...

Create a chart on the opportunity entity and use...

Add the owner field from the opportunity to the view

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NEW QUESTION: 256

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Create a view of the business process flow entity and include duration and Active Stage Started On

Add the owner field from the opportunity to the view

Add the duration and active stage started on the view of the opportunity

Create a chart on the business process flow entity and add the new view to include the needed fields

Create a new of the opportunity entity and include the owner field

Create a chart on the opportunity entity and use the new view to include the necessary fields

Navigation icons: back, forward, search, etc.

Answer Area

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DumpTop ☐ ☐☐ **MB-210** ☐☐ ☐☐☐ ☐☐☐☐☐☐, DumpTop MB-210 ☐☐ ☐☐☐ ☐☐☐
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☐☐☐☐☐. <https://www.dumptop.com/Microsoft/MB-210-dump.html> (376 Q&As Dumps,
30%OFF Special Discount: KrDump)

Dynamics 365 for Sales□ □□□□□.

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Actions

Abandon and then Switch

Finish and then Switch

Switch

Answer Area

Scenario

End the current process and start the correct business process flow.

Temporarily leave the current process for a different business process flow.

Action

Action

Action

Answer:

Actions	Answer Area
Abandon and then Switch	Scenario End the current process and start the correct business process flow. Temporarily leave the current process for a different business process flow.
Finish and then Switch	
Switch	
	Action Finish and then Switch Switch

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NEW QUESTION: 258

Dynamics 365 Sales

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Scenario	Privilege
Add notes to leads	Leads owned by people in your business unit only Leads owned by you only Leads owned by anyone in your organization
Assign leads to other users	Leads owned by your business unit and its child business units only Leads owned by people in your business unit only Leads owned by anyone in your organization

Answer:

Scenario	Privilege
Add notes to leads	☒ Leads owned by people in your business unit only ☐ Leads owned by you only ☐ Leads owned by anyone in your organization
Assign leads to other users	☐ Leads owned by your business unit and its child business units only ☒ Leads owned by people in your business unit only ☐ Leads owned by anyone in your organization

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<https://docs.microsoft.com/en-us/power-platform/admin/security-roles-privileges>

<https://dynamics-chronicles.com/article/deep-dive-security-roles-dynamics-365>

NEW QUESTION: 259

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Answer: A,D (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/create-edit-order-sales>

NEW QUESTION: 260

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Requirement

Set up playbooks for tracking activities.

Set up record types for playbooks.

Microsoft

Configuration

Settings

Activities

Templates

Categories

Accounts and Contacts

Phone calls and Appointments

Accounts, Contacts, and Activities

Accounts, Contacts, and Sales literature

Answer:

Requirement

Set up playbooks for tracking activities.

Set up record types for playbooks.

Microsoft

Configuration

Settings

Activities

Templates

Categories

Accounts and Contacts

Phone calls and Appointments

Accounts, Contacts, and Activities

Accounts, Contacts, and Sales literature

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/enforce-best-practices-playbooks>

NEW QUESTION: 261

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Requirement

Setting

Determine the number of territories.

Four territories and zero sub-territories
Two territories and two sub-territories
One territory and three sub-territories
One territory and four sub-territories

Determine how many territories in which the Jacksonville salespeople should be members.

One territory and one sub-territory: Florida and Jacksonville
One sub-territory: Jacksonville
Two territories: Florida and Jacksonville
One territory: Florida

Determine how many territories the Florida sales manager should manage

One territory and zero sub-territory: Florida
One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa
Four territories: Florida, Jacksonville, Miami, and Tampa
Zero territories and three sub-territories: Jacksonville, Miami, and Tampa

Answer:

Requirement	Setting
Determine the number of territories.	Four territories and zero sub-territories Two territories and two sub-territories One territory and three sub-territories One territory and four sub-territories
Determine how many territories in which the Jacksonville salespeople should be members.	One territory and one sub-territory: Florida and Jacksonville One sub-territory: Jacksonville Two territories: Florida and Jacksonville One territory: Florida
Determine how many territories the Florida sales manager should manage	One territory and zero sub-territory: Florida One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa Four territories: Florida, Jacksonville, Miami, and Tampa Zero territories and three sub-territories: Jacksonville, Miami, and Tampa

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Requirement

Setting

Determine the number of territories.

Four territories and zero sub-territories
Two territories and two sub-territories
One territory and three sub-territories
One territory and four sub-territories

Determine how many territories in which the Jacksonville salespeople should be members.

One territory and one sub-territory: Florida and Jacksonville
One sub-territory: Jacksonville
Two territories: Florida and Jacksonville
One territory: Florida

Determine how many territories the Florida sales manager should manage

One territory and zero sub-territory: Florida
One territory and three sub-territories: Florida, Jacksonville, Miami, and Tampa
Four territories: Florida, Jacksonville, Miami, and Tampa
Zero territories and three sub-territories: Jacksonville, Miami, and Tampa

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<https://docs.microsoft.com/en-us/power-platform/admin/set-up-sales-territories-organize-business-markets-geogr>

NEW QUESTION: 262

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Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 263

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Answer: A ([LEAVE A REPLY](#))

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[https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-](https://docs.microsoft.com/en-us/dynamics365/customer-engagement/developer/convert-opportunity-quotesales-)
opportunity-quotesales-

NEW QUESTION: 264

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Requirement	Configuration
Ensure that the finance manager performs the credit screening.	Add a Task activity to the playbook. Add the credit screening to the playbook. Add the finance manager as the publisher of the playbook. Add a custom activity for Perform Credit Check and add it to the playbook.
Ensure that the finance manager has the latest version of the unfavorable screening phone script.	Add the script to the phone call activity. Add a phone script to the playbook template. Add the phone script to the Task activity.
Ensure that playbooks can be initiated from all RFQs.	Associate the playbook with the Lead entity only. Associate the playbook with the Opportunity entity only. Associate the playbook with the Lead and Opportunity entities. Associate the playbook with the Quote entity.
Ensure proper tracking for all tasks associated with playbooks.	Set Track Progress to No. Set Track Progress to Yes. Set the estimated duration of the playbook template. Set the estimated duration of the activity.

Answer:

Question

Which entity records are created?

What is the lead status?

Account, Contact, Opportunity, and Quote

Entered, Closed, Open

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Requirement	Configuration
Ensure that the finance manager performs the credit screening.	Add a Task activity to the playbook. Add the credit screening to the playbook. Add the finance manager as the publisher of the playbook. Add a custom activity for Perform Credit Check and add it to the playbook.
Ensure that the finance manager has the latest version of the unfavorable screening phone script.	Add the script to the phone call activity. Add a phone script to the playbook template. Add the phone script to the Task activity.
Ensure that playbooks can be initiated from all RFQs.	Associate the playbook with the Lead entity only. Associate the playbook with the Opportunity entity only. Associate the playbook with the Lead and Opportunity entities. Associate the playbook with the Quote entity.
Ensure proper tracking for all tasks associated with playbooks.	Set Track Progress to No. Set Track Progress to Yes. Set the estimated duration of the playbook template. Set the estimated duration of the activity.

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/enforce-best-practices-playbooks>

NEW QUESTION: 265

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A. □

B. □□□

Answer: B ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controlsforms>

NEW QUESTION: 266

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Answer:

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NEW QUESTION: 267

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Scenario	Configuration
Tickets dashboard	▼ Permissions View on dashboard Dashboard type Chart type
 Age groups chart	▼ Chart type Dashboard type Series Field in view
Groups of tickets chart	▼ Field to view Dashboard type Series Chart type

Answer:

Action cards



Base

Email from Microsoft Exchange

Email engagement

Today

Answer Area

Scenario	Action card
Upcoming meeting reminder	Email from Microsoft Exchange
An email is opened	Email engagement

22

Scenario	Configuration
Tickets dashboard	▼ Permissions View on dashboard Dashboard type Chart type
Age groups chart	 ▼ Chart type Dashboard type Series Field in view
Groups of tickets chart	▼ Field to view Dashboard type Series Chart type

NEW QUESTION: 268

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Records and Components

units
products
price lists
product families
price list items
discount lists
unit groups

Answer Area



Answer:

Records and Components	Answer Area
units	unit groups
products	units
price lists	products
product families	price list items
price list items	price lists
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unit groups	

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unit groups

units

products

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price lists

NEW QUESTION: 269

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Actions

Add the product grid on order forms.

Translate product names.

Create product families.

Add price list items.

Revise a product.

Create price lists.

Create a unit group.

Answer area

Answer:

Answer Area

Create a unit group.

Create product families.

Create price lists.

Add price list items.

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NEW QUESTION: 270

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Quantity	Discount type parameter
10	Begin Quantity
20	End Quantity
42	Percentage

Answer:

Actions

Navigate to Sales Hub and select **Opportunities**.

Edit a product record.

Navigate to the Additional detail tab.

Navigate to Sales Hub and select **Products**.

Navigate to the Quotes tab.

Edit an opportunity record.

Select **Get Products**.

Answer Area

Navigate to Sales Hub and select **Opportunities**.

Edit an opportunity record.

Navigate to the Quotes tab.

Select **Get Products**.

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Answer Area

Quantity	Discount type parameter
10	Begin Quantity
20	Percentage
42	End Quantity

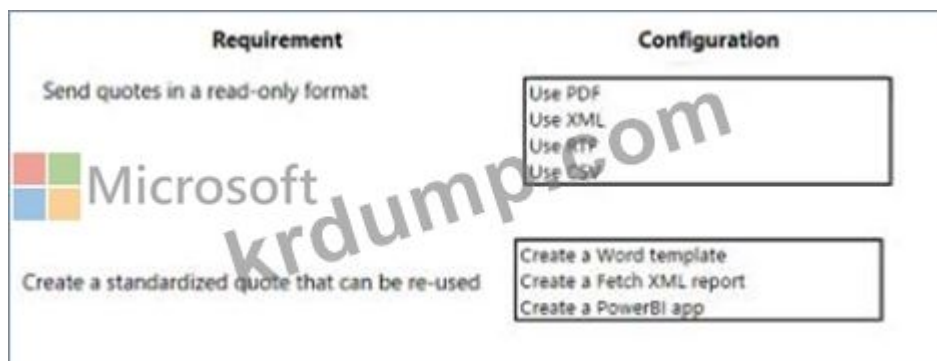
NEW QUESTION: 271

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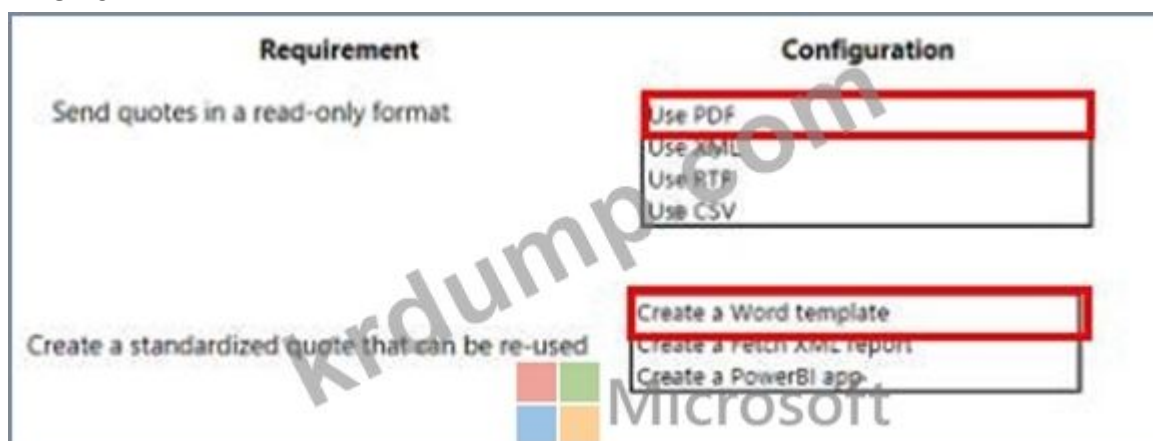
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30%OFF Special Discount: KrDump)

NEW QUESTION: 272

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Answer:



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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-quote-pdf>
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NEW QUESTION: 273

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 274

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Actions	Answer area
Set up email activities so they do not close.	
Set up email activities to close.	
Filter the Contacts view to show only contacts from the specific city.	
Create a quick campaign.	
Create a direct email.	

Answer:

Actions	Answer area
Set up email activities so they do not close.	
Set up email activities to close.	
Filter the Contacts view to show only contacts from the specific city.	
Create a quick campaign.	
Create a direct email.	

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Actions	Answer area
Set up email activities so they do not close.	- Filter the Contacts view to show only contacts from the specific city. - Create a quick campaign. - Create a direct email.
Set up email activities to close.	

NEW QUESTION: 275

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Requirement	Action
Include projected revenue by factory capacity.	- Set the hierarchical entity to Territory. - Set the rollup entity to Product. - Set the goal metric to Revenue. - Set the hierarchical entity to Product.
Include current revenue targets.	- Upload quota data for each territory. - Create a goal metric. - Create a goal target for revenue. - Upload a goal target from an Excel template.
Include both high confidence and won opportunities.	- Create a calculated column and add it to the column layout. - Add the Committed and Won values to the column layout. - Create a rollup column and add it to the column layout. - Add a calculated value to the Opportunities Forecast view.

Answer:

Requirement	Action
Include projected revenue by factory capacity.	- Set the hierarchical entity to Territory. - Set the rollup entity to Product. - Set the goal metric to Revenue. - Set the hierarchical entity to Product.
Include current revenue targets.	- Upload quota data for each territory. - Create a goal metric. - Create a goal target for revenue. - Upload a goal target from an Excel template.
Include both high confidence and won opportunities.	- Create a calculated column and add it to the column layout. - Add the Committed and Won values to the column layout. - Create a rollup column and add it to the column layout. - Add a calculated value to the Opportunities Forecast view.

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/capture-forecast-category-opportunity>

<https://rocketcrm.co.uk/sales-forecasting-dynamics-365-new-feature/>

NEW QUESTION: 276

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Purchaser	Markup	Margin
Alumni	10 percent	5 percent
Student	0 percent	0 percent
Non-alumni	0 percent	12 percent

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# of Tickets for Group	Discount price/ticket
Alumni – 10	\$33
Alumni – 20	\$31
Alumni > 20	\$30
Non-alumni – 10	\$48
Non-alumni – 20	\$45
Non-alumni > 20	\$43

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Dynamics 365 for Sales. Bellows College
 'Power BI' and 'Power BI'
 Bellows College Power BI
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Report	Report description
Orders	Provides a view of ticket orders and line items.
Discounts by Number of Employees	Provides a custom report to display discounts provided based upon number of employees within a customer organization.
Standings Report	Provides a report hosted by a third party of current team standings.
Branding Report	Provides images of team logos and fonts. This report never changes.
Mobile Salesperson Report	Provides the ability to create PivotTables for mobile sales team members when connected to a network.

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Contoso, Ltd. is a company that provides software solutions for various industries. The company is currently looking for a new software solution that can help it manage its sales and marketing efforts more effectively. The company has identified a number of potential solutions, but it is having difficulty choosing between them. The company is seeking your assistance in evaluating the solutions and making a recommendation.

NEW QUESTION: 279

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- A.** Dynamics 365 System Customizer □□□ □□□□□ □□
- B.** □□□□□ Common Data Service □□□ □□ □□
- C.** Power Apps □□ □□□□ □□ □□□ □□□ □□□□□ □□□□□.
- D.** Office 365 □□ □□□□ □□□□□□ □□□ □□□ □□□□□ □□□□□.

Answer: A (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/customize/add-ready-use-business-processes>

NEW QUESTION: 280

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Answer: ([SHOW ANSWER](#))

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-quote-sales>
<https://ellipsesolutions.com/dynamics-365-sales-managing-customer-quotes/>

NEW QUESTION: 281

Dynamics 365 Sales□□ □□□ □□□□□.

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Records and Components

units
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price lists
product families
price list items
discount lists
unit groups

Answer Area



Answer:

Records and Components	Answer Area
units	unit groups
products	units
price lists	products
product families	price list items
price list items	price lists
discount lists	
unit groups	

unit groups

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price lists

NEW QUESTION: 283

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Actions	Answer Area
Open the Quick Find View.	
Open the Main View.	
Expand the Opportunity entity.	
Delete the filter criteria Status Equals Open.	
Change the filter criteria to Status Does Not Equal Open.	

 Microsoft

Navigation: > < < >

Answer:

Actions	Answer Area
Open the Quick Find View.	Expand the Opportunity entity.
Open the Main View.	Open the Quick Find View.
Expand the Opportunity entity.	
Delete the filter criteria Status Equals Open.	
Change the filter criteria to Status Does Not Equal Open.	Change the filter criteria to Status Does Not Equal Open.

 Microsoft

Navigation: > < < >

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Actions	Answer Area
Open the Main View.	1. Expand the Opportunity entry.
Delete the filter criteria Status Equals Open.	2. Open the Quick Find View.
	3. Change the filter criteria to Status Does Not Equal Open.



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NEW QUESTION: 284

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Requirement	Tool or service
Provide basic self-service customer support for frequently asked questions.	▼ AI Builder Power Virtual Agents Sales Insights Assistant Relationship Sales
Provide actionable list of follow-up tasks for a customer based on prior buying history.	▼ AI Builder Power Virtual Agents Sales Insights
Provide routing of new product inquiries to product sales experts or product team members.	▼ AI Builder Power Virtual Agents Sales Insights

Answer:

Requirement	Tool or service
Provide basic self-service customer support for frequently asked questions.	▼ AI Builder Power Virtual Agents Sales Insights Assistant Relationship Sales
Provide actionable list of follow-up tasks for a customer based on prior buying history.	▼ AI Builder Power Virtual Agents Sales Insights
Provide routing of new product inquiries to product sales experts or product team members.	▼ AI Builder Power Virtual Agents Sales Insights

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https://docs.microsoft.com/en-us/power-virtual-agents/fundamentals-what-is-power-virtual-agents
https://docs.microsoft.com/en-us/dynamics365/ai/sales/overview
https://docs.microsoft.com/en-us/power-virtual-agents/advanced-hand-off

NEW QUESTION: 285

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 286

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Components		Answer Area	Entry description	Component
Products	Price Lists		Drink flavors list	Component
Discount Lists	Unit Groups		Four or more cases	Component
			Combination of flavors	Component
			One can	Component

Answer:

Components		Answer Area	Entry description	Component
Products	Price Lists		Drink flavors list	Unit Groups
Discount Lists	Unit Groups		Four or more cases	Discount Lists
			Combination of flavors	Discount Lists
			One can	Products

Components		Answer Area	Entry description	Component
Products	Price Lists		Drink flavors list	Unit Groups
Discount Lists	Unit Groups		Four or more cases	Discount Lists
			Combination of flavors	Discount Lists
			One can	Products

NEW QUESTION: 288

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ACTIONS

Navigate to Sales Hub and select Opportunities.
Edit a product record.
Navigate to the Additional detail tab.
Navigate to Sales Hub and select Products .
Navigate to the Quotes tab.
Edit an opportunity record.
Select Get Products .

Answer Area

Answer:

Answer Area
Navigate to Sales Hub and select Opportunities.
Edit an opportunity record.
Navigate to the Quotes tab.
Select Get Products.

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/create-edit-quote-sales>

NEW QUESTION: 289

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Answer: ([SHOW ANSWER](#))

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Purchaser	Markup	Margin
Alumni	10 percent	5 percent
Student	0 percent	0 percent
Non-alumni	0 percent	12 percent

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# of Tickets for Group	Discount price/ticket
Alumni - 10	\$33
Alumni - 20	\$31
Alumni > 20	\$30
Non-alumni - 10	\$48
Non-alumni - 20	\$45
Non-alumni > 20	\$43

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Report	Report description
Orders	Provides a view of ticket orders and line items.
Discounts by Number of Employees	Provides a custom report to display discounts provided based upon number of employees within a customer organization.
Standings Report	Provides a report hosted by a third party of current team standings.
Branding Report	Provides images of team logos and fonts. This report never changes.
Mobile Salesperson Report	Provides the ability to create PivotTables for mobile sales team members when connected to a network.

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NEW QUESTION: 290

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Answer: D ([LEAVE A REPLY](#))

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/admin/set-up-sales-territories-organize-bus>

NEW QUESTION: 291

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Actions

- Add custom views using Versium Predict solution
- Authenticate Versium Predict
- Install Versium Predict from the Dynamics 365 Administration Center
- Install Versium Predict from Microsoft AppSource
- Add custom views using web resources

Answer Area



Answer:

Actions

Add custom views using Versium Predict solution

Authenticate Versium Predict

Install Versium Predict from the Dynamics 365 Administration Center

Install Versium Predict from Microsoft AppSource

Add custom views using web resources

Install Versium Predict from Microsoft AppSource

Authenticate Versium Predict

Add custom views using web resources

Answer Area

Install Versium Predict from Microsoft AppSource

Authenticate Versium Predict

Add custom views using web resources

NEW QUESTION: 292

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Answer: ([SHOW ANSWER](#))

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<https://docs.microsoft.com/en-us/dynamics365/customerengagement/on-premises/basics/work-with-activities?view=op-9-1>

NEW QUESTION: 293

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Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 294

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Action	Answer Area
Open Scheduling from the Customer Service Hub	
Select New	
Modify the Closure dialog pop-up	
Select Business Closures from Settings	

Answer:

Action	Answer A	Action
Open Scheduling from the Customer Service Hub		
Select New		
Modify the Closure dialog pop-up		
Select Business Closures from Settings		Open Sch

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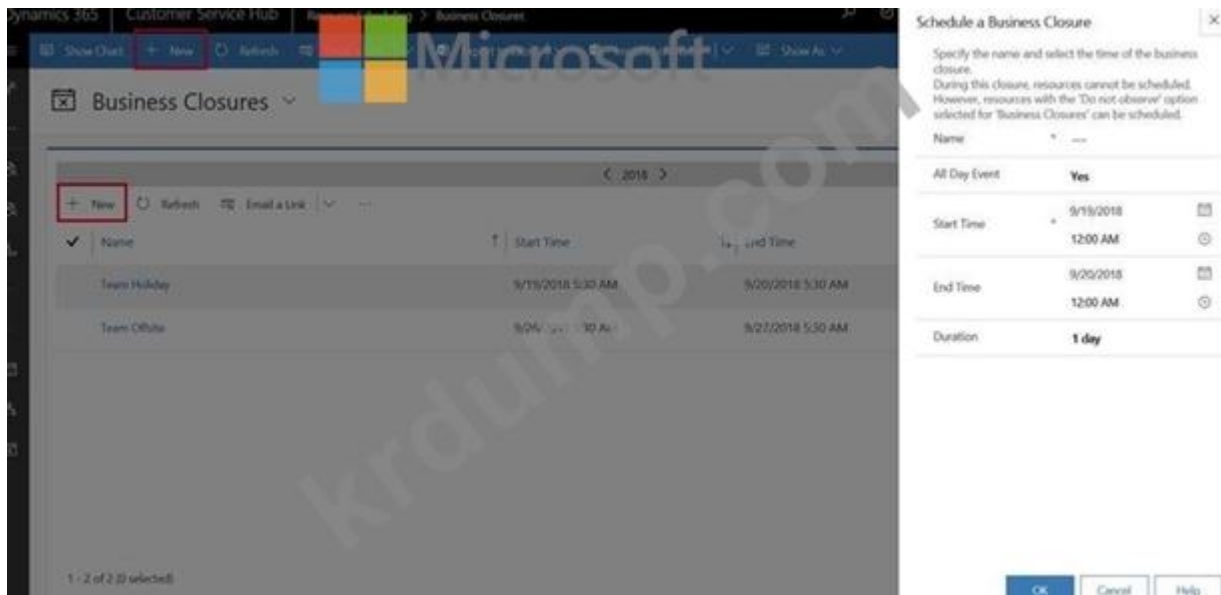
Action	Answer Area
Modify the Closure dialog pop-up	Open Scheduling from the Customer Service Hub
	Select Business Closures from Settings
	Select New

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<https://docs.microsoft.com/en-us/dynamics365/customer-service/set-when-business-closed-csh>

NEW QUESTION: 295

Dynamics 365 for Sales□□ □□ □ □□□□ □□ □□□ □□□□□.

PriceListA □ PriceListB□ □□ □□□□ □□□ □□□ □□□□ □□□.

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Requirement	Action
Add the products to the opportunity.	▼ Add both price lists to the opportunity and add the products from both PriceListA and PriceListB Add the products from PriceListA, change to PriceListB, and add the remaining products Add the products to the opportunity and specify PriceListA or PriceListB on the product
Select Recalculate on an opportunity.	▼ Each product is recalculated using the current list price both PriceListA and PriceListB The estimated revenue is recalculated according to the prices currently displayed on the product line items grid The products on the active price list in the opportunity are recalculated according to current list price

Answer:

Requirement	Action
Add the products to the opportunity.	▼ Add both price lists to the opportunity and add the products from both PriceListA and PriceListB Add the products from PriceListA, change to PriceListB, and add the remaining products Add the products to the opportunity and specify PriceListA or PriceListB on the product
Select Recalculate on an opportunity.	▼ Each product is recalculated using the current list price both PriceListA and PriceListB The estimated revenue is recalculated according to the prices currently displayed on the product line items grid The products on the active price list in the opportunity are recalculated according to current list price

NEW QUESTION: 296

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Question	Response
Which action should you perform?	▼ Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	▼ Draft Revised In Progress Open

Answer:

Question

Which action should you perform?



Response

Edit
Close Quote
Deactivate
Reopen Quote

What is the resulting status for the quote after you perform the action?

Draft
Revised
In Progress
Open

□□

Question	Response
Which action should you perform?	Edit Close Quote Deactivate Reopen Quote
What is the resulting status for the quote after you perform the action?	Draft Revised In Progress Open

NEW QUESTION: 297

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Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 298

- Microsoft Dynamics 365 is a cloud-based business management system that provides a unified view of your business data. It is designed to help you manage your sales, marketing, customer service, and financials. Which of the following is NOT a feature of Microsoft Dynamics 365?
- A. Power BI integration for data analytics.
 - B. Integration with Excel for data management.
 - C. Integration with Outlook for email and calendar management.
 - D. Integration with Salesforce for CRM.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 299

Dynamics 365 Sales provides a unified view of your sales data. Which of the following is NOT a feature of Dynamics 365 Sales?

Microsoft Dynamics 365 Sales is a cloud-based sales management system that provides a unified view of your sales data. It is designed to help you manage your sales pipeline, track leads, and manage your sales team. Which of the following is NOT a feature of Dynamics 365 Sales?

Actions

Add the product grid on order forms.

Translate product names.

Create product families.

Add price list items.

Revise a product.

Create price lists.

Create a unit group.

Answer area

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Answer:

Answer Area

Create a unit group.

Create products lists.

Create a price lists.

Add price list items.

- 1 - Create a unit group.
- 2 - Create products lists.
- 3 - Create a price lists.
- 4 - Add price list items.

NEW QUESTION: 300

Requirement	Action
Create leads from incoming emails	▼ Create a Queue and Record Creation Rule Create a Workflow for incoming emails Create an Action to trigger a plug-in
Do not create contacts from emails from unknown senders	▼ Disable Create records for emails from unknown senders Enable duplicate detection rules for emails Disable duplicate detection rules for leads Enable Create Lead in email tracking

Base	
Email from Microsoft Exchange	
Email engagement	
Today	

Email engagement

Requirement	Action
Create leads from incoming emails	- Create a Queue and Record Creation Rule - Create a Workflow for incoming emails - Create an Action to trigger a plug-in
Do not create contacts from emails from unknown senders	- Disable Create records for emails from unknown senders - Enable duplicate detection rules for emails - Disable duplicate detection rules for leads - Enable Create Lead in email tracking

<https://docs.microsoft.com/en-us/dynamics365/customer-service/set-up-rules-to-automatically-create-or-update-r>

NEW QUESTION: 301

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Components		Answer Area	
Products	Price Lists	Entry description	Component
Discount Lists	Unit Groups	Drink flavors list	Component
		Four or more cases	Component
		Combination of flavors	Component
		One can	Component

Answer:

Components		Answer Area	
Products	Price Lists	Entry description	Component
Discount Lists	Unit Groups	Drink flavors list	Products
		Four or more cases	Discount Lists
		Combination of flavors	Products
		One can	Unit Groups

□□

Entry description Component

Drink flavors list

Products

Four or more cases

Discount Lists

Combination of flavors

Products

One can

Unit Groups

Answer:



□□

Requirement

Action

Create an email.

Create a real-time workflow

Send the email.

Create a child workflow



Microsoft

NEW QUESTION: 304

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Answer: A ([LEAVE A REPLY](#))

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

NEW QUESTION: 305

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Scenario

An existing customer is not renewing their private box rental.

You need to complete the follow-up for a group sale inquiry following a call from an existing customer.

Entity

Opportunity
Order
Phone Call Activity
Email Activity

Opportunity
Order
Phone Call Activity
Email Activity

Status reason

Other
Non Interested
Wrong Number
Connected

Other
Non Interested
Wrong Number
Connected

Answer:

Scenario

An existing customer is not renewing their private box rental.

You need to complete the follow-up for a group sale inquiry following a call from an existing customer.

Entity

Opportunity
Order
Phone Call Activity
Email Activity

Opportunity
Order
Phone Call Activity
Email Activity

Status reason

Other
Non Interested
Wrong Number
Connected

Other
Non Interested
Wrong Number
Connected

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Scenario

An existing customer is not renewing their private box rental.

You need to complete the follow-up for a group sale inquiry following a call from an existing customer.

Entity

Opportunity
Order
Phone Call Activity
Email Activity

Opportunity
Order
Phone Call Activity
Email Activity

Status reason

Other
Non Interested
Wrong Number
Connected

Other
Non Interested
Wrong Number
Connected

NEW QUESTION: 306

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Actions

- Create a playbook template
- Export the list to a file
- Add the manager's user ID to the correct business unit
- Add the security role to the manager's user ID

Answer Area

Information

Price lists

Competitor list

Action

Action

Action

Answer:

Actions

- Create a playbook template
- Export the list to a file
- Add the manager's user ID to the correct business unit
- Add the security role to the manager's user ID

Answer Area

Information

Price lists

Competitor list

Action

Add the manager's user ID to the correct business unit

Export the list to a file

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Information	Action
Price lists	Add the manager's user ID to the correct business unit
Competitor list	Export the list to a file

NEW QUESTION: 307

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Scenario	Result
A lost opportunity is reopened.	The Opportunity Close record is deleted The Opportunity Close record changes status to inactive The Opportunity Close record changes status to in Progress
The same opportunity is closed as won.	The current Opportunity Close record updates with the new close details and status of completed. A new Opportunity Close record is created with the new close details and status of completed.

Answer:

Scenario	Result
A lost opportunity is reopened.	The Opportunity Close record is deleted The Opportunity Close record changes status to inactive The Opportunity Close record changes status to in Progress
The same opportunity is closed as won.	The current Opportunity Close record updates with the new close details and status of completed. A new Opportunity Close record is created with the new close details and status of completed.

NEW QUESTION: 308

RFQ Won/Loss □□□ □□□□ □□□.

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Chart requirement	Configuration
Type of chart	Column Pie Funnel
Horizontal Category Axis label	 Microsoft Actual Close Date Status Created on Est. Close Date
Won data series value	Actual Revenue Est. Revenue Predictive Score Goal target
Lost data series value	Actual Revenue Est. Revenue Predictive Score Goal target

Answer:

Chart requirement	Configuration
Type of chart	Column Pie Funnel
Horizontal Category Axis label	Actual Close Date Status Created on Est. Close Date
Won data series value	Actual Revenue Est. Revenue Predictive Score Goal target
Lost data series value	Actual Revenue Est. Revenue Predictive Score Goal target

NEW QUESTION: 309

Which chart type should you use to display the data in the following table?

Table with 4 columns: Product, Status, Created on, and Est. Close Date. The table contains 4 rows of data.

- A. Column chart
- B. Pie chart
- C. Funnel chart
- D. Bar chart

Answer: (SHOW ANSWER)

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/sales-enterprise/add-product-quote-order-invoice>

NEW QUESTION: 310

Which chart type should you use to display the data in the following table?

Table with 4 columns: Product, Status, Created on, and Est. Close Date. The table contains 4 rows of data.

- A. Column chart

B. □□□□ □□ □□□□ □□□□□.

C. Calendar ☐☐☐☐ ☐☐☐ ☐☐ ☐☐☐ Kanban ☐☐☐☐ ☐☐☐☐.

D. Kanban ☐☐☐☐ ☐☐☐ ☐☐☐☐.

Answer: A (LEAVE A REPLY)

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<https://docs.microsoft.com/en-us/dynamics365/sales-enterprise/activity-kanban-view>

NEW QUESTION: 311

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NEW QUESTION: 312

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Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

Answer:

Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

□□

Requirement	Option
Configure the columns to include in the search.	▼ Lookup view Quick Find view
Include notes in the search.	▼ Categorized Search Relevance Search

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<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/basics/relevance-search-results>

NEW QUESTION: 313

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A. □

B. □□□

Answer: A (LEAVE A REPLY)

<https://docs.microsoft.com/en-us/dynamics365/customer-engagement/linkedin/add-sales-navigator-controls-forms>

NEW QUESTION: 314

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Scenario	Option
Add a product from an opportunity.	Existing Product Write-In Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-In Product Get Products

Answer:

Scenario	Option
Add a product from an opportunity.	Existing Product Write-In Product Get Products
Add a product from a price list.	Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.	Existing Product Write-In Product Get Products

☐☐

Scenario	Microsoft	Option
Add a product from an opportunity.		▼ Existing Product Write-In Product Get Products
Add a product from a price list.		▼ Existing Product Write-In Product Get Products
Add a product that does not exist in the product catalog.		▼ Existing Product Write-In Product Get Products

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30%OFF Special Discount: **KrDump**)