

Microsoft.MB-280.v2026-01-29.q107

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https://www.krdump.com/Microsoft.MB-280.v2026-01-29.q107.html	

NEW QUESTION: 1

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Answer Area

Requirement

Automate the tradeshow follow-up process.

Ensure that the process applies only to tradeshow leads.

Ensure proper timing of activities.

Action

Implement sequences.

Implement sequences.

Implement work assignments.

Implement customer journeys.

Use segments.

Use segments.

Add all leads to a marketing list.

Set relative due date.

Set relative due date.

Set wait times.

Answer:

Answer Area

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NEW QUESTION: 2

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Answer: (SHOW ANSWER)

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NEW QUESTION: 3

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 4

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Requirement	Configuration
How many forecasts are needed?	▼ 1 3 4 5
What is the starting period for the forecast?	▼ current year next year last year of the forecast last open year
How many periods are needed?	▼ 12 36 48 60

 Microsoft

Answer:

Requirement	Configuration
How many forecasts are needed?	1 3 4 5
What is the starting period for the forecast?	current year next year last year of the forecast last open year
How many periods are needed?	12 36 48 60

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

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B. Onboard new pet □□□□ □ □□ □□□ □□□□ □□□ □□□□ Pet □□□□ □□ □□ □□□ □ □□ □□□.

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Actions

Ensure that fields you wish to combine from different tables have a different **Type**, then save the unified customer fields.

Select **Get started** under **Customer data**.

Ensure that attributes you wish to combine from different tables have the same **Type**, then select **Save source fields**.

Identify the primary key for each table.

Navigate to Insights and create a measure using count aggregation.

Select the tables and attributes containing the data you need for the unification process.

Confirm the **Type** for each attribute.

Order

Answer:

Actions

Ensure that fields you wish to combine from different tables have a different **Type**, then save the unified customer fields.

Order

Select **Get started** under **Customer data**.

Select the tables and attributes containing the data you need for the unification process.

Identify the primary key for each table.

Ensure that attributes you wish to combine from different tables have the same **Type**, then select **Save source fields**.

Confirm the **Type** for each attribute.



Navigate to Insights and create a measure using count aggregation.

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NEW QUESTION: 8

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A. Dynamics 365 > □□ > □□ > □□ □□ > □ □□ □□□ > □□ □□ > □□ □ □□□ □□ □□□.

B. Dynamics 365 > □□□ > □□ □□ > □ □□ □□□ > □□ □□ > □□ □ □□□ □□□□ □.

C. Dynamics 365 > □□□ > □□ □□ > □ □□ □□□ > □□ □□ > □□□□ □□□□□. & □□□□□.

D. Power Apps > □□ > □□ □□ > □ □□ □□□ > □□ □□ > □□ □ □□□ □□□□□.

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

NEW QUESTION: 9

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

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B. □□ □ □□□

C. LinkedIn Sales Navigator

D. LinkedIn □□ □□□□

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

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Answer Area

Requirement

How many forecasts are needed?

Configuration

	▼
1	
3	
4	
5	

What is the starting period for the forecast?

	▼
current year	
next year	
last year of the forecast	
last open year	



Microsoft

How many periods are needed?

	▼
12	
36	
48	
60	

Answer:

Requirement	Configuration
How many forecasts are needed?	▼ 1 3 4 5
What is the starting period for the forecast?	▼ current year next year last year of the forecast last open year
How many periods are needed?	▼ 12 36 48 60

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A. ☐ ☐ ☐

C. ☐ ☐ ☐ ☐

D. ☐ ☐ ☐ ☐

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 12

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- A. □□□□
- B. □□ □□
- C. □□□ Dataverse □□□□

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

Dynamics 365 Sales □□□ □ □□□□ □□ □□ □□□ □□□□ □□□□ □□(Microsoft Power Automate□ □□)□ □□□□ □□□. □□□□ □□□ □□ □□□ □□ □□□ □ □□□□□ □□□ □ □□□□□ □□□□□ □□ □□□ □□ □ □□□ □□□ □□□.

NEW QUESTION: 13

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- A. □
- B. □□□

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

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NEW QUESTION: 14

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- B.** □□ □□□□ □□ □□□ □□□ □ □ □□□ □□□ □□□□ □□□ □□□ □ □□ □□□ □ □□□ □□□ □□□□□ □□□ □□□ □ □□□□.
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Answer: ([**SHOW ANSWER**](#)**)**

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NEW QUESTION: 15

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- C.** msdyn_forecastinstance □□ □□ □□ □□□ □□□ □□ □□□ □□□□□.
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Answer: A,D ([**LEAVE A REPLY**](#)**)**

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NEW QUESTION: 16

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Answer Area

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	

Answer:

Option

- Lead
- Quote
- Opportunity
- Invoice

Actual Close Date
Created on Date
Final Decision Date

	▼
Total Amount	
Budget Amount	
Actual Revenue	

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□□ □□(□: Opportunity.ActualCloseDate □□ Lead.EstimatedCloseDate)□ □□ □□□□ □
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MB-280 □□ □□□ □□□□□ □□ DumpTop □□ □□□□ □□□ MB-280 □□! DumpTop □ □□ **MB-280** □□ □□□ □□□□□□, DumpTop MB-280 □□ □□□ □□□ □□□□□ □□□ □□□□□□□□. □□□□ □□□ □□□□ □□ DumpTop MB-280 □□□ □□□□□. <https://www.dumptop.com/Microsoft/MB-280-dump.html> (150 Q&As Dumps, **30%OFF** Special Discount: **KrDump**)

NEW QUESTION: 17

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

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

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NEW QUESTION: 18

Dynamics 365 Sales□□ □□□□ □□□ □□ □□ □□□□ □□□□ □□□?

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- B. □□□
- C. □□ □□
- D. □□ □□

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

NEW QUESTION: 19

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Actions	Order
In PowerApps, select Solutions and open an unmanaged solution.	
From Dynamics 365, open Advanced Settings and access the Administration section.	1
Select the checkbox for record type <i>Charity</i> only.	2
Add a new connection role from the command bar.	3
Select the checkbox for record type <i>Contact</i> only.	4
Describe the connection role and enter "Charity Ambassador" as the name.	
Select the checkbox for record types <i>Charity</i> and <i>Contact</i> .	



Answer:

Actions	Order
In PowerApps, select Solutions and open an unmanaged solution.	1
From Dynamics 365, open Advanced Settings and access the Administration section.	
Select the checkbox for record type <i>Charity</i> only.	2
Add a new connection role from the command bar.	3
Select the checkbox for record type <i>Contact</i> only.	4
Describe the connection role and enter "Charity Ambassador" as the name.	
Select the checkbox for record types <i>Charity</i> and <i>Contact</i> .	



NEW QUESTION: 20

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

NEW QUESTION: 21

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Answer Area	Configuration
Requirement Filter leads for assignment.	Create a segment to filter the lead source and country/region. Create a segment to filter the lead source. Add country/region as an additional condition. Create a segment to filter the country/region. Add the lead source as an additional condition.
Assign the country/region to the correct group.	Assign the country/region to any seller. Assign the country/region to specific teams. Assign the country/region to specific sellers. Assign the country/region to sellers with matching attributes.
Distribute leads to salespeople.	Use load balancing. Use round-robin distribution.

Answer:

Answer Area	Configuration
Requirement Filter leads for assignment.	Create a segment to filter the lead source and country/region. Create a segment to filter the lead source. Add country/region as an additional condition. Create a segment to filter the country/region. Add the lead source as an additional condition.
Assign the country/region to the correct group.	Assign the country/region to any seller. Assign the country/region to specific teams. Assign the country/region to specific sellers. Assign the country/region to sellers with matching attributes.
Distribute leads to salespeople.	Use load balancing. Use round-robin distribution.

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NEW QUESTION: 22

Dynamics 365 App for Outlook□□ "□□" □□□ □□□□ □□□ □□□?

- A. □□□□ Dynamics 365 □□□□ □□□□ □□□□.
- B. □□□□ □□ □□□ □□□□□□□□.
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- D. □□□□ Outlook □□ □□□□□ □□□□□.

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

NEW QUESTION: 23

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Actions	Order
⋮ Add a new forward mailbox for each relevant user.	
⋮ Update all relevant user mailboxes to sync with POP3/SMTP server.	
⋮ Update all user mailboxes to sync with Exchange Online.	
⋮ Approve email for all relevant users.	
⋮ Test the email configuration and enable the selected email mailboxes for all relevant users.	

Answer:

Actions	Order
⋮ Add a new forward mailbox for each relevant user.	
⋮ Update all relevant user mailboxes to sync with POP3/SMTP server.	
⋮ Update all user mailboxes to sync with Exchange Online.	
⋮ Approve email for all relevant users.	
⋮ Test the email configuration and enable the selected email mailboxes for all relevant users.	

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NEW QUESTION: 24

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Apps

Dynamics 365 Sales on the web
Dynamics 365 Sales mobile app
Dynamics 365 for phones and tablets app

Answer Area

Scenario

Receive push notifications about newly assigned leads.

View Outlook meetings and appointments.

Generate SSRS quotes.

App

Answer:

Apps

Dynamics 365 Sales on the web
Dynamics 365 Sales mobile app
Dynamics 365 for phones and tablets app

Answer Area

Scenario

Receive push notifications about newly assigned leads.

View Outlook meetings and appointments.

Generate SSRS quotes.

App

Dynamics 365 Sales mobile app
Dynamics 365 for phones and tablets app
Dynamics 365 Sales on the web

NEW QUESTION: 25

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Answer Area	Action
Scenario Add a new flavor to the product catalog.	▼ Create a unit. Create a price list item. Create a product family. Create a product property.
An existing opportunity wants to change an order to one of the new bread flavors.	▼ Update the price list. Modify and publish the product. Delete the opportunity product and readd the item. Select the new bread flavor in the opportunity product.

Answer:

Answer Area

Scenario

Add a new flavor to the product catalog.

An existing opportunity wants to change an order to one of the new bread flavors.

Action
▼ Create a unit. Create a price list item. Create a product family. Create a product property.
▼ Update the price list. Modify and publish the product. Delete the opportunity product and readd the item. Select the new bread flavor in the opportunity product.

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NEW QUESTION: 26

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Answer Area

System Settings

Set system-level settings for Microsoft Dynamics 365.

? X

General | Formats | Auditing | Email | Marketing | Customization | Reporting | Calendar | Goals | Sales | Service | Synchronization | Mobile Client | Previews

Audit Settings

☐ Start Auditing

☐ Audit user access

☐ Start Read Auditing

View these logs in the Office 365 Security & Compliance Center. [Learn more](#)

Enable Auditing in the following areas

☐ Common Entities

☐ Sales Entities

☐ Marketing Entities

☐ Customer Service Entities

For a complete list of Entities and their Audit states visit [Entity and Field Audit Settings](#).

Microsoft

OK Cancel

Answer:

Answer Area

System Settings

Set system-level settings for Microsoft Dynamics 365.

? X

General | Formats | Auditing | Email | Marketing | Customization | Reporting | Calendar | Goals | Sales | Service | Synchronization | Mobile Client | Previews

Audit Settings

☒ Start Auditing

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☐ Start Read Auditing

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Enable Auditing in the following areas

☐ Common Entities

☐ Sales Entities

☐ Marketing Entities

☐ Customer Service Entities

For a complete list of Entities and their Audit states visit [Entity and Field Audit Settings](#).

Microsoft

OK Cancel

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NEW QUESTION: 27

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

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NEW QUESTION: 28

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- C. □□ □□ □□□□□ □□ □ □□□□ □□ □□□ □□□□□□ □□□□.
- D. □□ □□ □□□□ □□□ Active Directory □□□ □□□ □□□ □□ □□□ □□□□□.

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

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NEW QUESTION: 29

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Actions
⋮ In the Editing records section, select Edit records inside Copilot for Sales.
⋮ Hide the column from the Account form in Dynamics 365.
⋮ In the Manage fields section, uncheck Required for the "Revenue Forecast" field.
⋮ In Copilot for Sales admin settings, select Forms .
⋮ In the settings for the <i>Account</i> table, select Forms .
⋮ Select the Account record type.
⋮ In the Manage fields section, turn off Allow editing for the "Revenue Forecast" field.

Order

Answer:

Actions	Order
⋮ In the Editing records section, select Edit records inside Copilot for Sales.	⋮ In Copilot for Sales admin settings, select Forms .
⋮ Hide the column from the Account form in Dynamics 365.	⋮ In the settings for the <i>Account</i> table, select Forms .
⋮ In the Manage fields section, uncheck Required for the "Revenue Forecast" field.	⋮ Select the Account record type.
⋮ In Copilot for Sales admin settings, select Forms .	⋮ In the Manage fields section, turn off Allow editing for the "Revenue Forecast" field.
⋮ In the settings for the <i>Account</i> table, select Forms .	
⋮ Select the Account record type.	
⋮ In the Manage fields section, turn off Allow editing for the "Revenue Forecast" field.	

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NEW QUESTION: 30

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Answer: D (LEAVE A REPLY)

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NEW QUESTION: 31

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Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

+ Add fields

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



Microsoft

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



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Northwind Traders □□

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BDM1 □ Northwind Traders □□

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Updated field	Opportunities	When the updates were made
Estimated close date	New York City office, London office, Toronto office	Two days before BDM1's return
Forecast category	Mexico City office	Five days before BDM1's return
Proposed solution	Seattle office	Nine days before BDM1's return

BMD2□ BMD1□ □□□□ □ □□ □□ □□□□ □□□ □□ □□□□ □□ □□ □□□ □□□ □□□. □□□□□ "□□ □□□"□□ □□□ □□ □□ □□□ □□□□□□.

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3. Which of the following is a contact of interest for the London Office opportunity?

1. Northwind Traders
2. Client Contact1
3. Client Contact2
4. Northwind Traders

2. Which of the following is a contact of interest for the Toronto Office opportunity?

4. BDM3 is a contact of interest for the London Office opportunity. Dynamics 365 CRM is used to track the progress of the opportunity.

Which of the following is a contact of interest for the Toronto Office opportunity?

1. Client Contact1 is a contact of interest for the London Office opportunity.

2. Client Contact2 is a contact of interest for the Toronto Office opportunity. BDM3 is a contact of interest for the London Office opportunity.

Which of the following is a contact of interest for the London Office opportunity?

BDM3 is a contact of interest for the London Office opportunity.

Which of the following is a contact of interest for the Toronto Office opportunity? BDM3 is a contact of interest for the London Office opportunity.

Topic	Potential Customer	Est. close ...	Est. revenue	Contact	Account
London Office	Northwind Traders	6/4/2024	\$1,000,000.00	Client Contact1	Northwind Traders
Toronto Office	Northwind Traders	6/12/2024	\$400,000.00	Client Contact2	Northwind Traders

Which of the following is a contact of interest for the London Office opportunity?

1. Client Contact1 is a contact of interest for the London Office opportunity.

Answer Area

BDM2 is a contact of interest for

Microsoft

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

BDM3 is a contact of interest for

Microsoft

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact2 is a contact of interest for

Microsoft

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact1 is a contact of interest for

Microsoft

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Answer:

Answer Area

BDM2 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

BDM3 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact2 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact1 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

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BDM2□ □□ □□□□ □□□ □□□ □□ □□ □□□□□□.

BDM2□ Northwind Traders□ □□ □□□ □□ □□ □□□□, □□ □□□□ □□□ □□□ □ □□□ □□□□□.

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30%OFF Special Discount: KrDump)

NEW QUESTION: 32

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Functionalities

Answer Area

Supported by both the Sales mobile app and Sales hub.

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The diagram illustrates the relationship between Functionalities, Answer Area, and Functionality. On the left, under 'Functionalities', there are two items: 'Insight cards' and 'Push notifications'. In the center, under 'Answer Area', there is a 'Requirement' that states: 'Must be able to specify individual recipients. Supported by both the Sales mobile app and Sales hub.' On the right, under 'Functionality', there are two items: 'Push notifications' and 'Insight cards'. A large watermark 'krdump.com' is visible across the diagram.

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Answer Area

Actions

Select Server Profiles.

Select Email Tracking settings.

Access Environment Settings in the Power Platform Admin Center.

Disable Use tracking token.

Turn tracking "On."

Enable Use folder-level tracking from Exchange folders.

Order

1.

2.

3.

Answer:

Answer Area

Actions

Select Server Profiles.

Disable Use tracking token.

Turn tracking "On."

Order

1.

Access Environment Settings in the Power Platform Admin Center.

2.

Select Email Tracking settings.

3.

Enable Use folder-level tracking from Exchange folders.

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NEW QUESTION: 34

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Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

+ Add fields

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



Microsoft

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes



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Updated field	Opportunities	When the updates were made
Estimated close date	New York City office, London office, Toronto office	Two days before BDM1's return
Forecast category	Mexico City office	Five days before BDM1's return
Proposed solution	Seattle office	Nine days before BDM1's return

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Actions	Order
Select the frequency as a one-time journey where newly added members can start at any time.	
Create a segment-based journey for a segment that includes the primary contacts from accounts where the <i>contoso_clienttier</i> field contains data.	
Create a trigger-based journey that triggers on changes to the <i>contoso_clienttier</i> field.	
Add the journey steps.	
Set the frequency to repeat every day.	
Select the frequency as a one-time journey with a static audience.	

Answer:

Actions

Create a segment-based journey for a segment that includes the primary contacts from accounts where the *contoso_clienttier* field contains data.



Set the frequency to repeat every day.

Select the frequency as a **one-time** journey with a **static** audience.

Order

Create a trigger-based journey that triggers on changes to the *contoso_clienttier* field.

Select the frequency as a **one-time** journey where **newly added members can start at any time**.

Add the journey steps.

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NEW QUESTION: 35

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 36

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

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NEW QUESTION: 37

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Roles

Salesperson
Sales manager
Sales team member
Vice president of sales

Answer Area

User

Retail assistant - Creates and updates accounts and contacts, but cannot edit the product catalog.

Executive - Adds notes to accounts and contacts.

Territory manager - Conducts forecasting and oversees product management.

Role

Microsoft

Answer:
Roles

Answer Area

User

Retail assistant - Creates and updates accounts and contacts, but cannot edit the product catalog.

Executive - Adds notes to accounts and contacts.

Territory manager - Conducts forecasting and oversees product management.

Role

Salesperson
Sales team member
Sales manager

Vice president
of sales

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NEW QUESTION: 38

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Actions	Order
☰ In the Forms area, create a quick create form with the required columns.	
☰ In the Forms area, create a card form with the required columns.	
☰ Select Tables > Lead .	
☰ In the Forms area, create a quick view form with the required columns.	
☰ Select Tables > Opportunity .	
☰ In the Forms area, select the main form you wish to update.	
☰ Add the quick view form as a component.	

Answer:

Actions	Order
☰ In the Forms area, create a quick create form with the required columns.	☰ Select Tables > Lead .
☰ In the Forms area, create a card form with the required columns.	☰ In the Forms area, create a quick view form with the required columns.
☰ Select Tables > Lead .	☰ Select Tables > Opportunity .
☰ In the Forms area, create a quick view form with the required columns.	☰ In the Forms area, select the main form you wish to update.
☰ Select Tables > Opportunity .	☰ Add the quick view form as a component.
☰ In the Forms area, select the main form you wish to update.	
☰ Add the quick view form as a component.	

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NEW QUESTION: 39

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

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NEW QUESTION: 40

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

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NEW QUESTION: 41

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

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NEW QUESTION: 42

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NEW QUESTION: 43

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Actions



Microsoft

Order

Add all tables you want to be visible in the timeline.
Choose a table in the solution you want to edit.
Save.
Open the form from the table you want to add the control to.
Configure the control.
Select the area you want to add component to.
Choose the timeline from components list and add to the section you want.
Save and publish.

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Answer:

Actions

Order

Choose a table in the solution you want to edit.

Save.

Select the area you want to add component to.

1

Add all tables you want to be visible in the timeline.

2

Open the form from the table you want to add the control to.

3

Choose the timeline from components list and add to the section you want.

4

Configure the control.

5

Save and publish.



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

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Name	Single line of text	Business required
Type	Choice	Business required
Dietary requirements	Multiple lines of text	Optional
Litter type	Choice	Optional
Breed	Single line of text	Optional
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Answer Area

Many-to-one

Choose the **Related table** to which to create your relationship lookup. [Learn more](#)

Display area *

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Display order *

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Relationship behavior

Type of behavior * ⓘ

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Delete *

Cascade All

Answer:

Many-to-one

Choose the **Related table** to which to create your relationship lookup. [Learn more](#)

Display area *

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NEW QUESTION: 46

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Records and Components

Answer Area

product families	
unit groups	1
discount lists	2
units	3
products	4
price lists	5
price list items	

Answer:

Records and Components	Answer Area
unit groups	1 product families
discount lists	2 products
	3 units
	4 price lists
	5 price list items

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Answer: A (LEAVE A REPLY)

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NEW QUESTION: 48

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- B. ☐☐☐

Answer: B (LEAVE A REPLY)

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<https://learn.microsoft.com/en-us/power-platform/admin/configure-relevance-search-organization>

NEW QUESTION: 49

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Answer Area

Open Northwind Opportunities* ▾

□□ Edit columns □□ Edit filters □□ Filter by keyword

Pipeline value **\$3,975,000.00** Number of deals in pipeline **5** Won amount **N/A** □ Number of won deals **0** Lost amount **N/A** □ Number of lost deals **0** □ List ▾

□ Topic* ▾	Potential Customer* ▾	Est. close ... ▴ ▾	Est. revenue ▾	Contact ▾	Account ▾	Proba... ▾	Rating ▾	En
□ London Office ☒	Northwind Traders	6/4/2024	\$1,000,000.00	Client Contact1	Northwind Traders	75	Warm	
□ Toronto Office ☒	Northwind Traders	6/12/2024	\$400,000.00	Client Contact2	Northwind Traders	75	Warm	
□ Mexico City Office	Northwind Traders	6/18/2024	\$475,000.00	Client Contact1	Northwind Traders	90	Warm	
□ Seattle Office	Northwind Traders	6/19/2024	\$1,000,000.00	Client Contact2	Northwind Traders	50	Warm	

Answer:

Answer Area

Open Northwind Opportunities* ▾

□□ Edit columns □□ Edit filters □□ Filter by keyword

Pipeline value **\$3,975,000.00** Number of deals in pipeline **5** Won amount **N/A** □ Number of won deals **0** Lost amount **N/A** □ Number of lost deals **0** □ List ▾

□ Topic* ▾	Potential Customer* ▾	Est. close ... ▴ ▾	Est. revenue ▾	Contact ▾	Account ▾	Proba... ▾	Rating ▾	En
□ London Office ☒	Northwind Traders	6/4/2024	\$1,000,000.00	Client Contact1	Northwind Traders	75	Warm	
□ Toronto Office ☒	Northwind Traders	6/12/2024	\$400,000.00	Client Contact2	Northwind Traders	75	Warm	
□ Mexico City Office	Northwind Traders	6/18/2024	\$475,000.00	Client Contact1	Northwind Traders	90	Warm	
□ Seattle Office	Northwind Traders	6/19/2024	\$1,000,000.00	Client Contact2	Northwind Traders	50	Warm	

NEW QUESTION: 50

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User2□ User1□ □□□ □□□□□ □ □□□ □□□□□□.

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A. User2□ Access □□ □□□□□□ □□□□□.

B. User2□ □□□□ □□□□□□ □□□□□.

- C. □□□□ User2□ □□□□□□ □□□□□.
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Answer: (SHOW ANSWER)

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<https://learn.microsoft.com/en-us/dynamics365/sales/stakeholders-sales-team-members>

<https://learn.microsoft.com/en-us/dynamics365/customerengagement/on-premises/developer/use-access-teams-owner-teams-collaborate-share-information>

NEW QUESTION: 51

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

Answer: A,B (LEAVE A REPLY)

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[B] □□ □□□ □□: □□□ □□□□□□□ □□□ □□□ □□□ □□□ □□ □□□□ □□□□ □ □□□□ □□□□ □□□□ □□□ □□□ □□ □□□ □□□□□. □□□□ □□ □□□ □ □□□□ □□□□ '□□ □□'□ □□□□ □□□.

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<https://learn.microsoft.com/en-us/power-apps/mobile/offline-limitations>

NEW QUESTION: 52

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- A. Outlook □□□ Dynamics 365 □
- B. □□ □□
- C. □□□ □□
- D. Microsoft AppSource

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

NEW QUESTION: 53

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- A. □
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Answer: ([SHOW ANSWER](#))

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Scenario	Current quarter (Q4)	Past quarters	Annual
You updated the estimated revenue of an underlying opportunity from 100,000 to 200,000 on the Forecasts page.	Updated immediately	Updated immediately	Updated immediately
You updated the estimated revenue of an underlying opportunity from 100,000 to 200,000 on the Opportunities page.	Updated at the end of the day	Updated only after a manual recalculation	Updated at the end of the month.
You updated the forecast hierarchy.	Updated at the end of the day	Updated only after a manual recalculation	Updated at the end of the month
You adjusted the forecast value for Q4	Updated immediately	Updated immediately	Updated immediately

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Dynamics 365 Sales, □□□□ □□ □□□

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User	Quota	Won	Prediction	Committed Fore.	Committed	Best case	Pipeline	Gap To Quota	Pipeline Coverage
Kenny Smith	\$1,500,000.00	\$1,042,665.00 70 %	\$1,350,468.25 90 %	\$1,462,665.00 97 %	\$400,000.00	\$401,945.00	\$1,228,500.00	\$457,335.00	2.68
Kenny Smith	\$300,000.00	\$142,000.00 47 %	\$262,285.92 87 %	\$236,000.00 79 %	\$97,000.00	\$51,000.00	\$344,500.00	\$158,000.00	2.18
Nicolas Frizzell	\$150,000.00	\$76,380.00 51 %	\$80,299.00 53 %	\$191,130.00 127 %	\$75,000.00	\$20,000.00	\$62,000.00	\$73,680.00	0.84
Dustin Ochoa	\$300,000.00	\$181,500.00 61 %	\$229,664.57 77 %	\$236,500.00 79 %	\$125,000.00	\$165,000.00	\$180,000.00	\$178,500.00	1.01
Samuel Strom	\$700,000.00	\$599,000.00 86 %	\$608,688.91 87 %	\$645,500.00 92 %	\$134,500.00	\$79,845.00	\$420,000.00	\$189,000.00	2.22
Stuart Silas	\$450,000.00	\$191,845.00 43 %	\$347,443.10 77 %	\$350,345.00 78 %	\$156,500.00	\$85,000.00	\$220,000.00	\$258,155.00	0.89

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<https://learn.microsoft.com/en-us/dynamics365/sales/□□□□□□ □□ □□□ □□>

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NEW QUESTION: 54

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

<https://learn.microsoft.com/en-us/dynamics365/sales/□□□□□□ □□ □□□ □□>

<https://learn.microsoft.com/en-us/dynamics365/sales/□□-□□□-□□>

NEW QUESTION: 55

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Answer Area

Scenario

A lost opportunity is reopened.

The same opportunity is closed as won.



Result

The Opportunity Close record is deleted.
The Opportunity Close record changes status to Inactive.
The Opportunity Close record changes status to In Progress.

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:

Answer Area

Scenario

A lost opportunity is reopened.

The same opportunity is closed as won.



Result

The Opportunity Close record is deleted.
The Opportunity Close record changes status to Inactive.
The Opportunity Close record changes status to In Progress.

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: 56

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Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary

Recent changes

+

Add fields

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



Microsoft

Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary

Recent changes

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



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Updated field	Opportunities	When the updates were made
Estimated close date	New York City office, London office, Toronto office	Two days before BDM1's return
Forecast category	Mexico City office	Five days before BDM1's return
Proposed solution	Seattle office	Nine days before BDM1's return

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 57

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

NEW QUESTION: 58

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

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Filter leads for assignment.

Configuration



- Create a segment to filter the lead source and country/region.
- Create a segment to filter the lead source. Add country/region as an additional condition.
- Create a segment to filter the country/region. Add the lead source as an additional condition.

Assign the country/region to any seller.

Assign the country/region to specific teams.

Assign the country/region to specific sellers.

Assign the country/region to sellers with matching attributes.

Distribute leads to salespeople.

Use load balancing.

Use round-robin distribution.

Answer:

Filter leads for assignment.



Microsoft Configuration

- Create a segment to filter the lead source and country/region.
- Create a segment to filter the lead source. Add country/region as an additional condition.
- Create a segment to filter the country/region. Add the lead source as an additional condition.

Assign the country/region to the correct group.

- Assign the country/region to any seller.
- Assign the country/region to specific teams.
- Assign the country/region to specific sellers.
- Assign the country/region to sellers with matching attributes.

Distribute leads to salespeople.

Use load balancing.
Use round-robin distribution.

NEW QUESTION: 60

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Actions

Order

- ⋮ In the **Forms** area, create a quick create form with the required columns.
- ⋮ In the **Forms** area, create a card form with the required columns.
- ⋮ Select **Tables > Lead**.
- ⋮ In the **Forms** area, create a quick view form with the required columns.
- ⋮ Select **Tables > Opportunity**.
- ⋮ In the **Forms** area, select the main form you wish to update.
- ⋮ Add the quick view form as a component.

1. Select **Tables > Lead**.
2. In the **Forms** area, create a quick view form with the required columns.
3. Select **Tables > Opportunity**.
4. In the **Forms** area, select the main form you wish to update.
5. Add the quick view form as a component.

Answer:

The diagram illustrates the sequence of actions to create a quick view form, organized into two columns: **Actions** and **Order**.

Actions:

- In the **Forms** area, create a quick create form with the required columns.
- In the **Forms** area, create a card form with the required columns.
- Select **Tables > Lead**.
- In the **Forms** area, create a quick view form with the required columns.
- Select **Tables > Opportunity**.
- In the **Forms** area, select the main form you wish to update.
- Add the quick view form as a component.

Order:

- Select **Tables > Lead**.
- In the **Forms** area, create a quick view form with the required columns.
- Select **Tables > Opportunity**.
- In the **Forms** area, select the main form you wish to update.
- Add the quick view form as a component.

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NEW QUESTION: 61

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Answer Area

Requirement

Add the type of loss.

Action

▼
Modify the Status Reason option set.
Modify the Forecast category option set.
Create a new Choices column.

Record the loss for forecasting.

▼
Modify the Opportunity Close form.
Modify the Opportunity Sales Process business process flow.
Modify the Opportunity Forecast Category Mapping process Dataverse classic workflow.

Answer:

Answer Area	Action
Requirement	
Add the type of loss.	Microsoft ▼ Modify the Status Reason option set. Modify the Forecast category option set. Create a new Choices column.
Record the loss for forecasting.	▼ Modify the Opportunity Close form. Modify the Opportunity Sales Process business process flow. Modify the Opportunity Forecast Category Mapping process Dataverse classic workflow.

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30%OFF Special Discount: KrDump)

NEW QUESTION: 62

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Actions	Order
Create a new data source based on Azure Synapse Analytics.	1
Create a new data source based on Microsoft Power Query.	2
Select the data source and tables to ingest.	3
Complete the transformation steps and select Next .	4
In the Set up incremental refresh dialog box, select Set up to open the Incremental refresh settings.	5
Select the tables and provide the required incremental refresh details.	

Answer:

Actions

Create a new data source based on Azure Synapse Analytics.

Order

1

Create a new data source based on Microsoft Power Query.

2

Select the data source and tables to ingest.

3

Complete the transformation steps and select **Next**.

4

In the **Set up incremental refresh** dialog box, select **Set up** to open the Incremental refresh settings.

5

Select the tables and provide the required incremental refresh details.

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The screenshot shows the Microsoft Dynamics 365 Navigator window. On the left, the 'Display Options' pane lists various tables, with 'HumanResources.Employee' selected. The main pane displays the 'HumanResources.Employee' table with the following data:

BusinessEntityID	NationalIDNumber	LoginID	OrganizationNode	OrganizationLevel	JobTitle
1	295847284	adventure-works\ken0			Chief Executive Officer
2	245797967	adventure-works\terri0	/1/	1	Vice President of Sales
3	509647174	adventure-works\roberto0	/1/1/	2	Engineer
4	112457891	adventure-works\rob0	/1/1/1/	3	Senior Sales Representative
5	695256908	adventure-works\gail0	/1/1/2/	3	Designer
6	998320692	adventure-works\josset0	/1/1/3/	3	Designer
7	134969118	adventure-works\dylan0	/1/1/4/	3	Reseller
8	811994146	adventure-works\diane1	/1/1/4/1/	4	Reseller
9	658797903	adventure-works\gigi0	/1/1/4/2/	4	Reseller
10	879342154	adventure-works\michael6	/1/1/4/3/	4	Reseller
11	974026903	adventure-works\ovidiu0	/1/1/5/	3	Senior Sales Representative
12	480168528	adventure-works\thierry0	/1/1/5/1/	4	Toc
13	486228782	adventure-works\janice0	/1/1/5/2/	4	Toc
14	42487730	adventure-works\michael8	/1/1/6/	3	Senior Sales Representative
15	56920285	adventure-works\sharon0	/1/1/7/	3	Designer

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Answer: A,D (LEAVE A REPLY)

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NEW QUESTION: 64

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

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Column name	Type	Required
Name	Single line of text	Business required
Type	Choice	Business required
Dietary requirements	Multiple lines of text	Optional
Litter type	Choice	Optional
Breed	Single line of text	Optional
Description	Multiple lines of text	Optional

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A. Pet □□□□ □ □□ □□□ □□□□ □□□ □□□□ Onboard new pet □□□□ □□ □□
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B. Onboard new pet □□□□ □ □□ □□□ □□□□ □□□ □□□□ Pet □□□□ □□ □□
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C. □□ □□□□ □□□ □□□□ □□ □□□□ □ □□ □□□□, □□□ □□□ □ □□□ □□
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D. □ □□□□ □□□ □□□□ □□ □□□□ □ □□ □□□□, □□□ □□□ □ □□□ □□□
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Answer: A,C (LEAVE A REPLY)

Pet □□□□ □□□ □□□□ □□□□ □□(BPF)□ □□ □□□ □□□□□ □□ □□□ Pet □□
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□ □□ □□□ □□□□ Pet □□□□ □□ □□ □□ □ □ □□□□.

NEW QUESTION: 68

- □□ Dynamics 365 App for Outlook□ □□□□□ □□□.
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- A.** □□□□ □□□□□□.
- B.** Dynamics 365 □□ Outlook □□□□ □□ □□□□□.
- C.** Dynamics 365 App for Outlook □□ □□□ □□□□□.
- D.** □□ □□□□ □□□□ □□□ □□□ □□□□□□.

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

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Dynamics 365 App for Outlook□ □□□□□ □ □□□□ □□□□ □□ □ □□□□ □□□□□ □□□□ □□□. □□□ □□ Outlook□ Dynamics 365 □□ □□□, □□ □ □□□ □□□□ □ □□□□.

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* Dynamics 365 App for Outlook □□ □□ □□:

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NEW QUESTION: 69

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- A.** □□□□ □□□ □□□ □□□□ □□ □□□ □□□ □□□□□.
- B.** □□□□ □□□ □□ □□□□ □□, □□□, □□ □□□ □□□ □□ □□ □□□ □□□□ □.
- C.** □□□□ □□□ □□□ □□□□ □□□ □□□ □□□ □□□□□.
- D.** □□□□ □□□ □□□ □□□□ □□ □□□ □□□ □□□□□.
- E.** □□□□ □□□ □□ □□□□ □□ □ □□ □□ □□ □□□ □□□ □□□□□.

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

Dynamics 365□ □□□□ □□□□ □□□□ □□□□ □□□ □□, □□ □ □□□□ □□ □□ □□□ □ □□□□. Terra Flora□ □□ □□ □□ □□ □□□ □□□□□ □□ □□ □□□ □□ □□□□□ □□□ □□□□ □□□.

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BDM2 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

BDM3 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact2 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact1 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Answer:

BDM2 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

BDM3 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact2 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

Client Contact1 is a contact of interest for

the London Office opportunity,
the Toronto Office Opportunity.
both the London Office and Toronto Office opportunities.

NEW QUESTION: 71

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Answer Area

Microsoft

Parameter

Date field

Rollup field

Source Record Type Status

Option

Actual End

Due

Modified On

Actual Start

Actual End

Actual (integer)

Actual (integer)

Custom Rollup Field (Integer)

In-Progress (Integer)

Completed

Made

Received

Open

Completed

Answer:

Microsoft

Parameter

Date field

Rollup field

Source Record Type Status

Option

Actual End

Due

Modified On

Actual Start

Actual End

Actual (integer)

Actual (integer)

Custom Rollup Field (Integer)

In-Progress (Integer)

Completed

Made

Received

Open

Completed

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NEW QUESTION: 72

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

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NEW QUESTION: 73

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- B. □□□

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

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NEW QUESTION: 74

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

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

NEW QUESTION: 75

Answer Area

System Settings

Set system-level settings for Microsoft Dynamics 365.

General

Formats

Auditing

Email

Marketing

Customization

Reporting

Calendar

Goals

Sales

Service

Synchronization

Mobile Client

Previews

Audit Settings

☒ Start Auditing

☒ Audit user access

☐ Start Read Auditing

View these logs in the Office 365 Security & Compliance Center. [Learn more](#)

Enable Auditing in the following areas

☐ Common Entities

☐ Sales Entities

☐ Marketing Entities

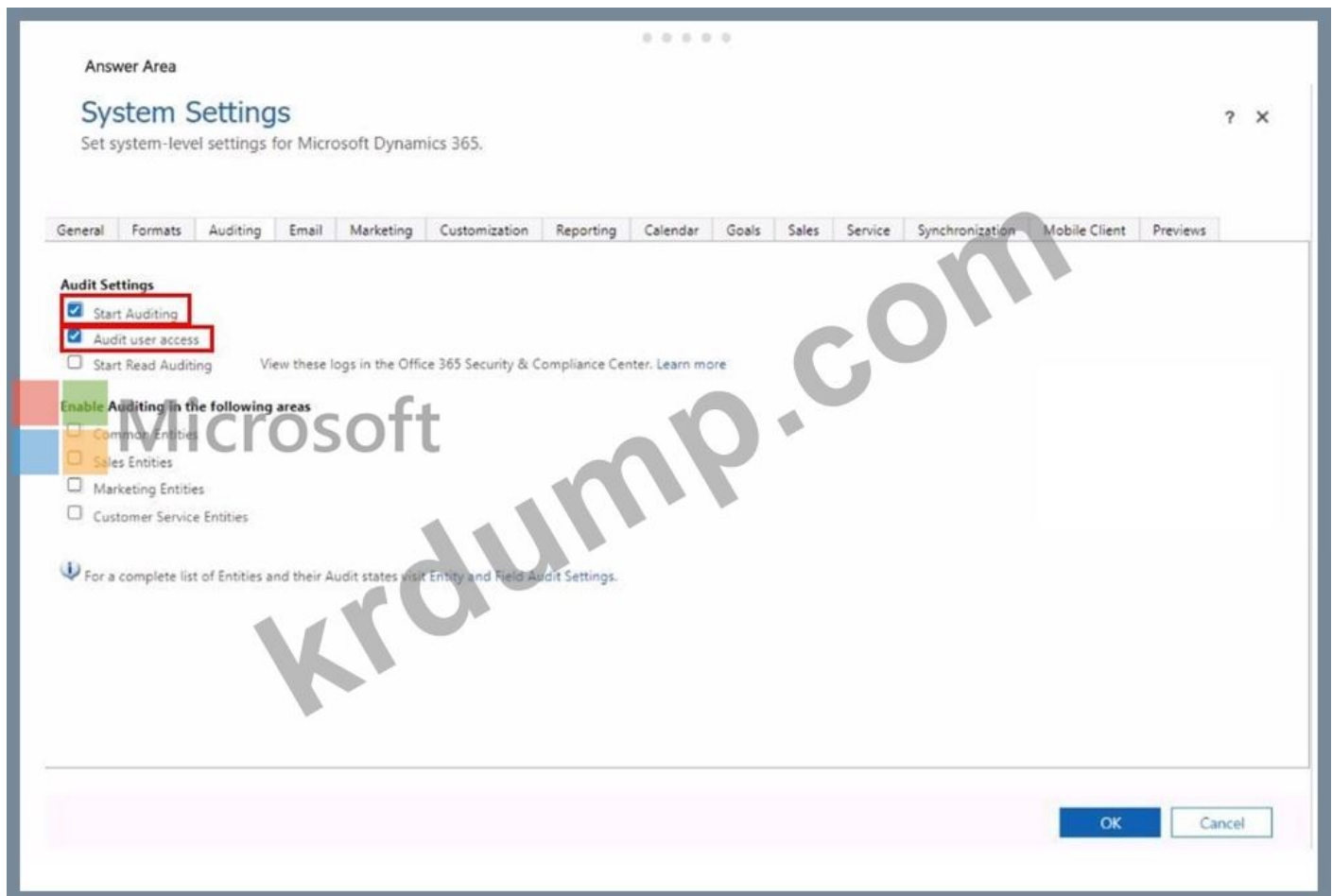
☐ Customer Service Entities

 For a complete list of Entities and their Audit states visit [Entity and Field Audit Settings](#).

 Microsoft

OK

Cancel



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NEW QUESTION: 76

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Actions

- ⋮ Set the form duplicate records strategy to the audience default strategy.
- ⋮ Set the form target audience to leads.
- ⋮ Create a custom matching strategy.
- ⋮ Create a new form.
- ⋮ Set the form target audience to contacts.
- ⋮ Select a form template.
- ⋮ Set the form duplicate records strategy to the custom form matching strategy.
- ⋮ Publish the form.

Order



Microsoft

Answer:

Actions

- ⋮ Set the form duplicate records strategy to the audience default strategy.
- ⋮ Set the form target audience to leads.
- ⋮ Create a custom matching strategy.
- ⋮ Create a new form.
- ⋮ Set the form target audience to contacts.
- ⋮ Select a form template.
- ⋮ Set the form duplicate records strategy to the custom form matching strategy.
- ⋮ Publish the form.

Order

- ⋮ Create a new form.
- ⋮ Select a form template.
- ⋮ Set the form target audience to leads.
- ⋮ Set the form duplicate records strategy to the audience default strategy.
- ⋮ Publish the form.

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30%OFF Special Discount: KrDump)

NEW QUESTION: 77

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As an administrator, go to **Dynamics 365 Settings** section and select **Solutions**.

Access AppSource, search for and select **Copilot for Sales**.

Select **Save configuration** to save your settings.

Confirm you wish to deploy Copilot for Sales and then choose the "AI Early Adopters" user group.

Read and accept the permissions for the app, confirm the deployment settings are correct, and select **Finish deployment**.

Answer:

Actions

As an administrator, go to Dynamics 365 **Settings** section and select **Solutions**.

Select **Save configuration** to save your settings.

Order

Access AppSource, search for and select **Copilot for Sales**.

Confirm you wish to deploy Copilot for Sales and then choose the "AI Early Adopters" user group.

Read and accept the permissions for the app, confirm the deployment settings are correct, and select **Finish deployment**.



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<https://learn.microsoft.com/en-us/microsoft-sales-copilot/install-viva-sales-as-an-integrated-app>

NEW QUESTION: 78

Dynamics 365 Customer Insights - Data□ □□□□ □□□ □□ □ □□□ Microsoft Dataverse□
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Answer: B,C,E (LEAVE A REPLY)

Dynamics 365 Customer Insights - Data□□ □□ □ □□□ □□□□ □□□□ □□□□ □□ □
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Answer Area

Synchronization methods

The selected settings will be applied to mailboxes of all newly created users and queues

Server Profile

Microsoft Exchange Online

Incoming Email

None
Forward Mailbox
Microsoft Dynamics 365 for Outlook
Server-Side Synchronization or Email Router

Outgoing Email

None
Microsoft Dynamics 365 for Outlook
Server-Side Synchronization or Email Router

Appointments, Contacts, and Tasks

None
Server-Side Synchronization
Microsoft Dynamics 365 for Outlook

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NEW QUESTION: 80

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Requirement	Configuration
Allow the sales team to select the phone.	Microsoft Dynamics CRM 2013 - Create a red phone product. - Revise the telephone product. - Override the properties of the telephone. - Overwrite the properties of the telephone.
Allow the sales team to select special pricing for the red phone.	Microsoft Dynamics CRM 2013 - Create a price list item for the telephone. - Create a price list item for the red phone product. - Update the existing price list item for the telephone. - Update the telephone default price list to a price list that lasts one month.

Answer:

Answer Area	Requirement	Configuration
	Allow the sales team to select the red phone.	Create a red phone product. Revise the telephone product. Override the properties of the telephone. Overwrite the properties of the telephone.
	Allow the sales team to select special pricing for the red phone.	Create a price list item for the telephone. Create a price list item for the red phone product. Update the existing price list item for the telephone. Update the telephone default price list to a price list that lasts one month.

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NEW QUESTION: 81

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[illegible]

Which of the following is a valid configuration for the CascadeConfiguration property?

- A. CascadeConfiguration.All
- B. CascadeConfiguration.AllAndReferences
- C. CascadeConfiguration.AllReferences
- D. CascadeConfiguration.AllAndReferencesAndOrphanRemoval

Answer: (SHOW ANSWER)

Which of the following is a valid configuration for the CascadeConfiguration property?

CascadeConfiguration.AllAndReferencesAndOrphanRemoval is a valid configuration for the CascadeConfiguration property. It is a combination of CascadeConfiguration.All, CascadeConfiguration.References, and CascadeConfiguration.OrphanRemoval.

CascadeType is a property of the CascadeConfiguration class. It is used to specify the type of cascade operation to perform.

* CascadeConfiguration.All

CascadeConfiguration.All is a valid configuration for the CascadeConfiguration property. It is used to specify that all associated objects should be deleted when the parent object is deleted.

CascadeConfiguration.References

* CascadeConfiguration.References

CascadeConfiguration.References is a valid configuration for the CascadeConfiguration property. It is used to specify that only the references to the parent object should be deleted when the parent object is deleted.

* CascadeConfiguration.OrphanRemoval

CascadeConfiguration.OrphanRemoval is a valid configuration for the CascadeConfiguration property. It is used to specify that any orphaned objects should be deleted when the parent object is deleted.

* CascadeConfiguration.AllAndReferences

CascadeConfiguration.AllAndReferences is a valid configuration for the CascadeConfiguration property. It is used to specify that all associated objects and references to the parent object should be deleted when the parent object is deleted.

CascadeConfiguration.AllAndReferencesAndOrphanRemoval

<https://learn.microsoft.com/en-us/power-apps/developer/data-platform/configure-entity-relationship-cascading-behavior>

NEW QUESTION: 82

Which of the following is a valid configuration for the CascadeConfiguration property?

Azure SQL Database is a valid configuration for the CascadeConfiguration property. It is used to specify that all associated objects should be deleted when the parent object is deleted.

'Azure SQL Database' is a valid configuration for the CascadeConfiguration property. It is used to specify that all associated objects should be deleted when the parent object is deleted.

a. Azure SQL Database is a valid configuration for the CascadeConfiguration property.

Actions

- 0 Create a new data source based on Azure Synapse Analytics.
- 0 Create a new data source based on Microsoft Power Query.
- 0 Select the data source and tables to ingest.
- 0 Complete the transformation steps and select **Next**.
- 0 In the **Set up incremental refresh** dialog box, select **Set up** to open the Incremental refresh settings.
- 0 Select the tables and provide the required incremental refresh details.

Order

- 1
- 2
- 3
- 4
- 5

Answer:

Actions

- 0 Create a new data source based on Azure Synapse Analytics.
- 0 Create a new data source based on Microsoft Power Query.
- 0 Select the data source and tables to ingest.
- 0 Complete the transformation steps and select **Next**.
- 0 In the **Set up incremental refresh** dialog box, select **Set up** to open the Incremental refresh settings.
- 0 Select the tables and provide the required incremental refresh details.

Order

- 1 Create a new data source based on Microsoft Power Query.
- 2 Select the data source and tables to ingest.
- 3 Complete the transformation steps and select **Next**.
- 4 In the **Set up incremental refresh** dialog box, select **Set up** to open the Incremental refresh settings.
- 5 Select the tables and provide the required incremental refresh details.

NEW QUESTION: 83

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Actions

Order

Publish all customizations.	0
In General Settings , create a new SMS provider.	0
Add a unique phone number to Dynamics 365 Sales.	0
Enter SMS provider-specific values.	0
Sign in to your Sales app and change  the area to App Settings .	

Answer:

Actions

- 0 Publish all customizations.
- 0 In **General Settings**, create a new SMS provider.
- 0 Add a unique phone number to Dynamics 365 Sales.
- 0 Enter SMS provider-specific values.
- 0 Sign in to your Sales app and change the area to **App Settings**.

Order

- 0 In **General Settings**, create a new SMS provider.
- 0 Sign in to your Sales app and change the area to **App Settings**.
- 0 Enter SMS provider-specific values.
- 0 Add a unique phone number to Dynamics 365 Sales.

NEW QUESTION: 84

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- A. □□□□
- B. □□□ □
- C. □
- D. □□□

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

NEW QUESTION: 85

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General

Formats

Auditing

Email

Marketing

Customization

Reporting

Calendar

Goals

Sales

Service

Synchronization

Mobile Client

Previews

Discount calculation method

Line item

50

Set maximum number of properties allowed for a product or bundle

Maximum number of properties that are allowed for a product or bundle

Customize close opportunity form

Enable custom fields on closing form to get more info on the closed opportunity

Make price lists optional

Allow line item creation without an associated price list [Learn more](#)

Qualify lead experience

Create Account, Contact and Opportunity records by default upon qualifying a lead.
["No" prompts users to choose which record types are created]

Save business card images

Always retain business card images after scanning

Adding products

Enhanced add product experience [Learn more](#)

Microsoft

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Answer Area

Requirement from business stakeholders

Which setting should you update to meet requirement #1?

Which setting should you update to meet requirement #2?

System setting

Quality lead experience

Customize close opportunity form

Make price lists optional

Quality lead experience

Save business card images

Adding products

Customize close opportunity form

Customize close opportunity form

Make price lists optional

Quality lead experience

Save business card images

Adding products

Answer Area

Requirement from business stakeholders

Which setting should you update to meet requirement #1?

Which setting should you update to meet requirement #2?

System setting

- Quality lead experience
- Customize close opportunity form
- Make price lists optional
- Quality lead experience
- Save business card images
- Adding products

Customize close opportunity form

- Customize close opportunity form
- Make price lists optional
- Quality lead experience
- Save business card images
- Adding products

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NEW QUESTION: 86

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Column name	Type	Required
Name	Single line of text	Business required
Type	Choice	Business required
Dietary requirements	Multiple lines of text	Optional
Litter type	Choice	Optional
Breed	Single line of text	Optional
Description	Multiple lines of text	Optional

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NEW QUESTION: 87

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Answer: ([SHOW ANSWER](#))

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Answer: A,D (LEAVE A REPLY)

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<https://learn.microsoft.com/en-us/dynamics365/outlook-app/outlook-dynamics-365>

NEW QUESTION: 90

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Actions	Answer Area
Add tasks to the sequence.	
Connect the existing segment to the sequence.	
Create a sequence.	
Activate the sequence.	

Answer:

Actions	Answer Area
	Create a sequence.
	Add tasks to the sequence.
	Connect the existing segment to the sequence.
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NEW QUESTION: 91

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NEW QUESTION: 92

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Answer Area

Actions

In Copilot for Sales admin settings, select Forms .
Select the Account record type.
Hide the column from the Account form in Dynamics 365.
In the Editing records section, select Edit records inside Copilot for Sales.
In the settings for the <i>Account</i> table, select Forms .
In the Manage fields section, turn off Allow editing for the "Revenue Forecast" field.
In the Manage fields section, uncheck Required for the "Revenue Forecast" field.

Order

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Answer:



Answer Area

Actions

Hide the column from the Account form in Dynamics 365.

In the settings for the *Account* table, select *Forms*.

In the **Manage fields** section, uncheck **Required** for the "Revenue Forecast" field.

Order

1. In Copilot for Sales admin settings, select **Forms**.

2. Select the Account record type.

3. In the **Manage fields** section, turn off **Allow editing** for the "Revenue Forecast" field.

4. In the **Editing records** section, select **Edit records** inside Copilot for Sales.

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NEW QUESTION: 93

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Column name	Type	Required
Name	Single line of text	Business required
Type	Choice	Business required
Dietary requirements	Multiple lines of text	Optional
Litter type	Choice	Optional
Breed	Single line of text	Optional
Description	Multiple lines of text	Optional

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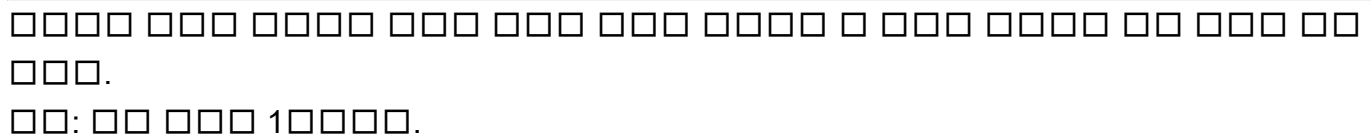
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To enable the business process flow to pass validation, you should ensure that

- the column used to evaluate the condition is added to the preceding stage.
- the false side of the condition is connected to a stage.
- the stages on each side of the condition are on different tables.

one stage.
two stages.
three stages.

Answer Area

- the column used to evaluate the condition is added to the preceding stage.
- the false side of the condition is connected to a stage.
- the stages on each side of the condition are on different tables.

- one stage.
- two stages.
- three stages.

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NEW QUESTION: 94

Dynamics 365 Sales □□□ □□ □□□□□.

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A. Microsoft Power Automate

B. Outlook□ Microsoft Dynamics 365 □

C. □□□□ □□□□ □□

D. Microsoft Dynamics 365 Sales□ □□□

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

Dynamics 365 Sales, □□□ □□ □□ □□ □□□

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NEW QUESTION: 95

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Actions	Answer Area
Create price lists.	1.
Add price list items.	2.
Add products.	3.
Create discount lists.	4.
Create units.	5.

Answer:

Actions
 Microsoft

Answer Area
1. Create units.
2. Add products.
3. Create price lists.
4. Add price list items.
5. Create discount lists.

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NEW QUESTION: 96

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

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NEW QUESTION: 97

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Answer: C (LEAVE A REPLY)

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NEW QUESTION: 98

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Dynamics 365 Sales□ Customer Insights - Journeys□ □□ □□□ Microsoft Dataverse □□□

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Dynamics 365 Sales □□□ Copilot

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Opportunity settings

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

+ Add fields

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



Microsoft

Help sellers stay ahead with summaries of key info and recent changes. You can choose which fields will be shown in summaries or checked for recent changes. [Learn more](#)

Summary Recent changes

Record Type	Field	
Opportunity (4)	Est. revenue	☒
	Customer Need	☒
	Proposed Solution	☒
	Est. close date	☒
Account (Account) (2)	Annual Revenue	☒
	Primary Contact	☒
Contact (Contact) (1)	Job Title	☒
Opportunity Product (Opportunity) (1)	Product name	☒
Competitor (2)	Strength	☒
	Name	☒



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Northwind Traders □□

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Updated field	Opportunities	When the updates were made
Estimated close date	New York City office, London office, Toronto office	Two days before BDM1's return
Forecast category	Mexico City office	Five days before BDM1's return
Proposed solution	Seattle office	Nine days before BDM1's return

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3. どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

1. Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

2. Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

4. BDMは、Sales Insightsの機能を提供する製品として分類される。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

1. Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

2. Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

A. Dynamics 365 Sales Insights

B. Dynamics 365 Sales Insights

C. Dynamics 365 Sales Insights

D. Dynamics 365 Sales Insights

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

Dataverseは、Sales Insightsの機能を提供する製品として分類される。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

NEW QUESTION: 99

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。(Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。)

A. Dynamics 365 Sales Insights

B. Dynamics 365 Sales Insights

C. Dynamics 365 Sales Insights

D. Dynamics 365 Sales Insights

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

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。(Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。)

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

Microsoft Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。Dynamics 365 Sales Insightsは、Sales Insightsの機能を提供する製品として分類される。

「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

どの製品が「AI」製品として分類され、他の製品は「クラウド」製品として分類されるか。

General* Permissions* Layout* Filter Data Drill-down Snapshots Advanced Activate & add quotas* 8

Add or remove columns or change order using drag and drop

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Layout

Add or remove columns or change order using drag and drop

Column Properties

Name

Type

Data type

Description

Max 100 characters

☐ Show progress compared to quota

Unique name

Back

Next



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NEW QUESTION: 100

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3. Which of the following is a valid Dynamics 365 App for Outlook?

200: Which of the following is a valid Dynamics 365 App for Outlook?

Which of the following is a valid Dynamics 365 App for Outlook?

NEW QUESTION: 102

Which of the following is a valid Dynamics 365 Sales field?

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

Which of the following is a valid Dynamics 365 Sales field?

A. statuscodecolumn B. statuscode C. statecode D. address

B. statecode C. address D. phone

C. statecode D. phone

D. phone

Answer: A (LEAVE A REPLY)

Statuscode Statecode

Dynamics 365 Sales statecode statuscode

Which of the following is a valid Dynamics 365 Sales field?

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

Which of the following is a valid Dynamics 365 Sales field?

Which of the following is a valid Dynamics 365 Sales field?

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

Which of the following is a valid Dynamics 365 Sales field?

Which of the following is a valid Dynamics 365 Sales field? A. Statuscode B. Statecode C. Address D. Phone

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NEW QUESTION: 103

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Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 104

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Security Role: Salesperson Working on solu

Table	Create	Read	Write	Delete	Append	Append To	Assign	Share
Expired Process	●	●	●	●	●	●		
Lead To Opportunity Sales Process	●	●	●	●	●	●		
IoT Alert to Case Process	○	○	○	○	○	○		
Corgi Meet-up	●	●	●	○	●	●		
Onboard new pet	○	○	○	○	○	○		
New Process	●	●	●	●	●	●		
Opportunity Sales Process	●	●	●	●	●	●		
Phone To Case Process	●	●	●	●	●	●		
Translation Process	●	●	●	●	●	●		

Key

- Access Granted
- Access Denied
- Business Flow
- Business Flow Business Flow
- Personalization

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Answer Area

The carer can now see business process flows on pet records

When the carer uses the switch process dialog, they will see

that the founder created and when the carer creates new pet records.

that the founder created and when the carer creates new pet records.

that the founder created and on records that the carer previously created.

only when the carer creates new pet records.

the corgi meet-up flow.

both the corgi meet-up and onboard new pet business process flows.

the corgi meet-up flow.

Answer:

Answer Area

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only when the carer creates new pet records.

the corgi meet-up flow.

both the corgi meet-up and onboard new pet business process flows.

the corgi meet-up flow.

NEW QUESTION: 105

□ □□□□□ Dynamics 365 Sales□□ Microsoft SharePoint □□ □□□ □□□□ □□□□ □
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- A. Dynamics 365 Sales□□ □□□ □□ □□□ □□□□.
- B. SharePoint □□□□ □□□ □□□ □□□□□□□.
- C. □□ □□ Dynamics 365 Sales □□ □□□□ □□□ □□□□□□□.
- D. SharePoint □□□□ □ □□□ □□□□.

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

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NEW QUESTION: 106

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

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