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- **Vendor:** Microsoft
- **Exam Code:** MB-210
- **Certification Name:** Microsoft Dynamics 365
- **Exam Name:** Microsoft Dynamics 365 Sales
- **Number of Questions:** 176
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- **Exam Language:** English
- **Exam Duration:** 90 mint
- **Exam Format:** MCQs



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Question No. 1

A company uses Dynamics 365 Sales.

You attempt to add a product to an order, but the product cannot be located.

You need to determine why the product is missing.

What is the cause?

- **A.** The product was not published
- **B.** The product is missing required information
- **C.** The write-in option was not used
- **D.** The product was not listed in the quote

Answer: A

Question No. 2

A company uses Dynamics 365 Sales to create and manage opportunities, quotes and orders.

You need to ensure that the Actual Revenue field in an opportunity is automatically updated with the total

amount from the quote.

What should you do?

- **A.** Convert the quote to an order. Set the value of the Calculate actual revenue from quotes option to Yes.
- **B.** Close the opportunity as won.
- **C.** Convert the quote to an order. Set the value of the Close Opportunity option to Yes.
- **D.** Convert the quote to an order. Set the value of the Close Opportunity option to No.

Answer: B

Question No. 3

You manage a Dynamics 365 environment. Salespeople use a template from the Sales Hub to create quotes.

A member of the sales team requests that you change the order in which columns display in customer quotes.

You need to modify the quote template.

What should you use?

- **A.** template editor
- **B.** mail merge template
- **C.** Microsoft Word template
- **D.** Report Wizard

Answer: C

Question No. 4

You are a system customizer in Dynamics 365 Sales.

You need to set up product families.

Which option is available?

- **A.** Create a maximum of 10 child product families
- **B.** Set a product bundle as a parent of a product family
- **C.** Add the product to multiple product families
- **D.** Set a product property as an option set

Answer: D

Question No. 5

Note: This question is part of a series of questions that present the same scenario. Each question in the series contains a unique solution that might meet the stated goals. Some question sets might have more than one correct solution, while others might not have a correct solution.

After you answer a question, you will NOT be able to return to it. As a result, these questions will not appear in the review screen.

You are a Dynamics 365 Sales system administrator.

The sales team wants to use automated conversation starters.

You need to ensure that the controls are available to developers.

Solution: Remove any subscriptions associated with Microsoft Relationship Sales and disable JavaScript.

Does the solution meet the goal?

- **A.** Yes
- **B.** No

Answer: B

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