



## MICROSOFT MB-210 STUDY GUIDE PDF

**Grab the Microsoft Dynamics 365 Sales Certification PDF Questions &  
Answers**

**Details of the Exam-Syllabus-Questions**

**MB-210**

**Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate**

**40-60 Questions Exam - 700/1000 Cut Score - Duration of 120 minutes**

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## Get an Overview of the MB-210 Certification:

Who should take the [MB-210 exam](#)? This is the first question that comes to a candidate's mind when preparing for the Microsoft Dynamics 365 Sales certification. The MB-210 certification is suitable for candidates who are keen to earn knowledge on the Microsoft Dynamics 365 and grab their Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate certification. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But MB-210 study guide PDF is here to solve the problem. MB-210 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

## Why Should You Earn the Microsoft MB-210 Certification?

There are several reasons why one should grab the MB-210 certification.

- The Microsoft Dynamics 365 Sales certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential employers.
- Thus earning the [Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate](#) is a powerful qualification for a prosperous career.

# What is the Microsoft MB-210 Dynamics 365 Sales Certification Exam Structure?

Exam Name	Microsoft Certified - Dynamics 365 Sales Functional Consultant Associate
Exam Code	MB-210
Exam Price	\$165 (USD)
Duration	120 mins
Number of Questions	40-60
Passing Score	700 / 1000
Books / Training	<a href="#">MB-210T01: Microsoft Dynamics 365 Sales</a>
Schedule Exam	<a href="#">Pearson VUE</a>
Sample Questions	<a href="#">Microsoft Dynamics 365 Sales Sample Questions</a>
Practice Exam	<a href="#">Microsoft MB-210 Certification Practice Exam</a>

## Enhance Knowledge with MB-210 Sample Questions:

### Question: 1

You work for a company using Dynamics 365 for Sales. When customers call the company, they must provide their quote number. Customers report that quote numbers are too long.

You need to shorten quote numbers to the minimum possible length. What should you do?

- a) Change the field type from auto number to decimal number
- b) Reduce the suffix length to four characters
- c) Reduce the auto number prefix to one character
- d) Ensure that the prefix setting is read-only

**Answer: c**

### Question: 2

You need to create the required number of orders for ClientA. How many orders should you create?

- a) 2
- b) 1
- c) 3
- d) 7

**Answer: b**

**Question: 3**

Reference Scenario: [click here](#)

You need to create a chart for the athletic director. What should you do?

- a) Use the ticket type as the X-axis. Use amount of sales on the Y-axis
- b) Use purchaser, markup, and margin on the X-axis. Use amount of sales on the Y-axis.
- c) Use the ticket type on the X-axis. Use margins multiplied by cost on Y-axis
- d) Use discount price on the X-axis. Use the number of tickets for groups on the Y-axis.

**Answer: a**

**Question: 4**

You are a Dynamics 365 administrator for a company. The company's fiscal year is April 1 through March 31. You need to create a system view for all users that displays data for the current fiscal year by default. What should you do?

- a) Set up fiscal year settings and create a view in the default solution
- b) Use date ranges to create a view in the default solution
- c) Set up fiscal year settings and create a view from the advanced find
- d) Use date ranges to create a view from the advanced find

**Answer: a**

**Question: 5**

You are an administrator for a company that uses Dynamics 365 Sales. You change the out of the box opportunity sales business process flow and add a new stage. The opportunities by pipeline phase chart does not show the new stage.

You need the chart to show the new stage. Which two actions should you perform?

Each correct answer presents part of the solution.

- a) Select a category in the new stage on the business process flow.
- b) Edit the chart and change the chart category to sales stage.
- c) Add an option to the stage category option set.
- d) Add an option to the opportunity sales stage option set.

**Answer: a, c**

**Question: 6**

A company based in Mexico is setting up Dynamics 365 Sales. All price lists are in US dollars (USD). A sales representative sells products to customers in the United Kingdom and Spain.

You need to determine the currency for the quote. Which currency will the quote use?

- a) Pound sterling
- b) Euro
- c) USD
- d) Peso

**Answer: c**

**Question: 7**

You are an administrator for a multi-national organization using Dynamics 365 Sales. Your sales team is organized by country with business units, teams, and sales territories.

You have a price list for each country. You sell in Euros (EUR). You need to configure sales so that the correct price lists are applied when creating opportunities.

Which three actions should you perform?

Each correct answer presents part of the solution.

- a) Set the default currency in each sales users personal options.
- b) Associate each sales user with a territory.
- c) Associate price lists with one or more territories.
- d) Set the manager for each territory to the administrator of each team.
- e) Enable Allow selection of default price list for opportunity via inbuilt rule.

**Answer: b, c, e**

**Question: 8**

You need to make the appropriate change to the system to ensure that statistics are correct in time for each manager/salesperson meeting. What should you do?

- a) Create a workflow for the Goals entity
- b) In the Goals section of App Settings, select Actuals
- c) In the Business Management section of Settings, configure Goal Metrics
- d) In the Goals Settings section of App Settings, select Rollup recurrence

**Answer: d**

**Question: 9**

An organization attends a tradeshow and identifies several leads. One specific lead wants to make a purchase in the next week. You need to create an invoice.

At which stage can you create the invoice?

- a) Lead
- b) Order
- c) Opportunity
- d) Quote

**Answer: b**

**Question: 10**

You use price lists in Dynamics 365 for Sales. Some price lists have expired. Users need to be able to continue to manage their opportunities. Which option is possible?

- a) Users can add the expired price list to opportunities created prior to the expire date.
- b) Users can add the expired price list to an opportunity but will see a warning.
- c) Opportunities that use the expired price list can continue through their lifecycle.
- d) Opportunities that use the expired price list will display a warning that prices must be replaced.

**Answer: d**

## What Study Guide Works Best in Acing the Microsoft MB-210 Dynamics 365 Sales Certification?

The MB-210 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

### Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the Microsoft Dynamics 365 Sales exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on

all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

### **Make Your Schedule:**

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your study schedule must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

### **Get Expert Advice from the Training:**

If there is related Microsoft training, don't miss out the chance to join. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

### **Get Access to the PDF Sample Questions:**

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

### **Avoid Dumps and utilize the Microsoft MB-210 Practice Test:**

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, MB-210 practice tests always stand out to be the better choice than dumps PDF.



## **Avail the Proven MB-210 Practice Test for Success!!!**

Do you want to pass the MB-210 exam on your first attempt? Stop worrying; EduSum.com is here to provide you the best experience during your Microsoft Dynamics 365 Sales Functional Consultant preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [MB-210 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.