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Exam overview

Exam Code: MB-210

Exam Name: Microsoft Dynamics 365 Sales Functional Consultant

Corresponding Certification: Dynamics 365 Sales Functional Consultant Associate

Job role: Functional Consultant

Level: Intermediate

<https://docs.microsoft.com/en-us/learn/certifications/d365-functional-consultant-sales/>

QUESTION NO: 1

What is the minimum length of the component suffix in the auto-number settings?

A.
4

B.
3

C.
1

D.
2

Answer: A

Explanation:

A suffix is a randomly generated and is added at the end of the number.

The minimum length is 4 (four) and the maximum length is 6 (six).

QUESTION NO: 2

You are a Dynamics 365 Sales Administrator.

The base (default) currency of the organization is USD. Due to a change in the currency exchange rate of EUR which is used in transactions, you have made changes to the currency conversion (exchange rate) for EUR.

For existing opportunities that are using EUR as currency, when will the new exchange rate be applied?

A.
When a user changes the stage of opportunity.

B.
When a user manually recalculates opportunity.

C.

When a user opens the opportunity record.

D.

When a user changes the currency field value of the opportunity.

Answer: D

Explanation:

When the exchange rate of the currency is changed, it is updated on an opportunity only when the user changes the currency field value (example, Est. Revenue field value) and the system will automatically pick new rates.

QUESTION NO: 3

Which one of the following settings determines how you want to display the fiscal period?

A.

Name Based On

B.

Display As

C.

Fiscal Period Template

D.

Fiscal Period

Answer: D

Explanation:

In the **Fiscal Period** drop-down list, select how you want to display the fiscal period.

QUESTION NO: 4

You need to make sure the estimated revenue is calculated automatically on an opportunity.

Where should you enable this default setting?

- A.**
In System Settings, select Revenue Type as System Calculated.
- B.**
In Personal Options (Personalization Settings), select Revenue Type as System Calculated.
- C.**
In Default Sales Settings, select Revenue Type as System Calculated.
- D.**
In Opportunities, select Revenue Type as System Calculated.

Answer: D

Explanation:

Users can only select Revenue type as System Calculated in an Opportunity record to automatically calculate the revenue.

QUESTION NO: 5

You are a Dynamics 365 Sales System Customizer.

You need to add LinkedIn Sales Navigator controls to forms.

Which of the following control shows member profile information using the name of the primary contact related to the record?

- A.**
LinkedIn Lead Lookup Control
- B.**
LinkedIn Account Lookup Control
- C.**
LinkedIn Sales Navigator Lead (member profile)
- D.**
LinkedIn Sales Navigator Account (company profile)

Answer: A

Explanation:

LinkedIn Lead Lookup Control shows member profile information using the name of the primary contact related to the record.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/linkedin/add-sales-navigator-controls-forms#add-sales-navigator-controls-to-a-form>

QUESTION NO: 6

You are a Dynamics 365 Sales Administrator.

You need to ensure the Social Selling Assistant can be used on a dashboard and display the recommendation.

What should you use?

- A.**
Email Engagement Cards
- B.**
Sales Insights Cards
- C.**
Microsoft OneNote
- D.**
Search Topics

Answer: D

Explanation:

You can use the Search Topics option for keyword searches to find topics that are of interest to you and get recommendations on.

This is available on the Social Selling Assistant dashboard.

QUESTION NO: 7

You are a Dynamics 365 Sales System Customizer.

You need to add LinkedIn Sales Navigator controls to forms.

Which of the following control shows information about a LinkedIn member profile using a specific lead or contact name?

- A.**
LinkedIn Sales Navigator Lead (member profile)
- B.**
LinkedIn Lead Lookup Control
- C.**
LinkedIn Sales Navigator Account (company profile)
- D.**
LinkedIn Account Lookup Control

Answer: A

Explanation:

LinkedIn Sales Navigator Lead (member profile) shows information about a LinkedIn member profile using a specific lead or contact name.

Reference:

<https://docs.microsoft.com/en-us/dynamics365/linkedin/add-sales-navigator-controls-forms#add-sales-navigator-controls-to-a-form>

QUESTION NO: 8

Which of the following entities do not support suffix in the auto-number settings? (Choose two.)

- A.**
Article
- B.**
Case

C.
Quote

D.
Knowledge Articles

E.
Categories

F.
Contracts

G.
Campaigns

Answer: A,D

Explanation:

Articles and knowledge articles don't have suffixes.

The suffix is used for records that were created while you were offline and for which the number can't be guaranteed to be unique.

QUESTION NO: 9

State whether the following statement is true or false.

It is possible to reduce the length/size of all the three components of auto-number in Dynamics 365.

This includes prefix, suffix, and number.

A.
False

B.
True

Answer: A

Explanation:

The Number is an auto-increment number component which cannot be edited.

You cannot reduce the length of the number component.

QUESTION NO: 10

State whether the following statement is true or false.

Fiscal Period is also known as the Accounting Period in Dynamics 365.

So, to configure the accounting period, you use Fiscal Year Settings.

A.
False

B.
True

Answer: B

Explanation:

You can set up an accounting period (fiscal period) under Fiscal Year Settings.

QUESTION NO: 11

Which one of the interactive experience dashboards always displays tiles?

A.
Multi-Stream

B.
Single-Stream

Answer: B

Explanation:

Single-stream dashboards display real-time data over one stream based on an entity view or queue.