



MICROSOFT TRAINING

MB-210: Microsoft Dynamics 365 Sales Functional Consultant — Practice Questions

Prepare for MB-210 and master Microsoft Dynamics 365 Sales. Become a certified Functional Consultant ready to optimize sales processes.

DURATION

2 Hours

LEVEL

Intermediate

FORMAT

Instructor-Led

- Globally Recognized Certification

- Expert-Led Hands-On Training

- Flexible Scheduling

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COURSE OVERVIEW

Embark on a focused journey to conquer the MB-210: Microsoft Dynamics 365 Sales Functional Consultant certification with Computer Pride's specialized Practice Questions course. This program is meticulously designed to solidify your understanding of Dynamics 365 Sales functionalities, preparing you not just to pass the exam, but to excel as a proficient functional consultant. Through a comprehensive suite of scenario-based questions, detailed explanations, and simulated exam environments, you will master the intricacies of configuring sales settings, managing leads and opportunities, handling customer accounts, and leveraging sales analytics within Dynamics 365. This course covers the core technologies underlying the Dynamics 365 Sales module, including its integration capabilities within the broader Power Platform ecosystem. We delve deep into the practical application of these tools, ensuring you understand not just 'what' but 'why' and 'how'. The professional benefits are immense: you will gain a globally recognized certification that validates your expertise, significantly boosting your credibility and opening doors to advanced career opportunities in the fast-growing CRM consulting space. This course is ideal for professionals seeking to validate their existing Dynamics 365 Sales knowledge, identify areas for improvement, and gain the confidence needed to successfully achieve certification on their first attempt. It's a strategic investment in your professional development, positioning you as an indispensable asset in any organization utilizing Microsoft Dynamics 365 Sales.

Duration	2 Hours
Level	Intermediate
Vendor	Microsoft
Exam Code	MB-210

COURSE CURRICULUM

01 Module 1: Deep Dive into Sales Settings Configuration — Practice Scenarios

- Reviewing and practicing organizational sales settings
- Configuring sales territories and security roles for sales users
- Managing currencies, exchange rates, and fiscal year settings
- Scenario-based questions on product catalog configuration and management
- Understanding price lists, discount lists, and sales units

02 Module 2: Mastering Lead and Opportunity Management Exam Questions

- Practice questions on lead qualification processes and business process flows
- Simulations for creating, managing, and converting opportunities
- Examining competitor analysis and sales team collaboration features
- Advanced scenarios in managing sales pipelines and stages
- Troubleshooting common issues in lead and opportunity workflows

03 Module 3: Comprehensive Practice on Account, Contact, and Activity Management

- Scenario-based questions on managing accounts and contacts effectively
- Examining activity types, connections, and hierarchies within D365 Sales
- Practice questions on customer relationship management strategies
- Understanding and applying relationship insights and assistant features
- Simulations for setting up and managing customer interactions

04 Module 4: Sales Order Processing and Forecasting — Exam Readiness

- Practice on creating and managing quotes, orders, and invoices

- Reviewing product bundles, suggested products, and upselling/cross-selling
- Scenario-based questions on sales forecasting models and goal management
- Examining sales collateral and document management in D365 Sales
- Troubleshooting common challenges in sales order fulfillment

05 Module 5: Leveraging Sales Analytics and Reporting for Exam Success

- Practice interpreting sales dashboards, charts, and reports
- Scenario-based questions on creating custom reports and views
- Understanding AI Builder integration for sales insights
- Examining Power BI integration for advanced sales analytics
- Identifying key metrics for sales performance monitoring

06 Module 6: Full-Length MB-210 Exam Simulation and Strategic Review

- Timed, full-length practice exams simulating the actual MB-210 experience
- Detailed review of incorrect answers with explanations and references
- Strategies for time management and tackling different question formats
- Identifying personal knowledge gaps for targeted study
- Final tips and best practices for achieving MB-210 certification

CAREER PATHWAYS

Graduates of this program are prepared for the following roles:

- > **Microsoft Dynamics 365 Sales Functional Consultant**
- > **CRM Implementation Specialist (Dynamics 365 focus)**
- > **Business Analyst (specializing in Sales Process Optimization with D365)**

FREQUENTLY ASKED QUESTIONS

Q: What foundational knowledge or experience is recommended before enrolling in this MB-210 practice questions course?

This course is designed for individuals who already possess a foundational understanding of Microsoft Dynamics 365 Sales functionalities. Prior experience in CRM systems, exposure to sales processes, and a basic grasp of Dynamics 365 navigation are highly beneficial. While this course focuses on exam preparation through practice, it assumes a baseline familiarity with the concepts covered in the MB-210 certification objectives.

Q: How will this 'Practice Questions' course specifically help me prepare for the MB-210 certification exam beyond just reviewing theoretical concepts?

This course goes beyond theory by immersing you in realistic exam-like scenarios and question formats. You will develop critical test-taking strategies, learn to identify common pitfalls, and gain proficiency in time management for the exam. The detailed explanations for each practice question will not only clarify correct answers but also deepen your understanding of the underlying Dynamics 365 Sales functionalities, ensuring you're prepared for the actual assessment.

Q: While focused on exam preparation, what practical skills will I reinforce or gain through these MB-210 practice questions that are applicable in a real-world functional consultant role?

Engaging with these practice questions will significantly reinforce your practical understanding of configuring and managing Dynamics 365 Sales. You'll solidify your ability to translate business requirements into D365 configurations, troubleshoot common sales process issues, and understand best practices for optimizing sales operations. This hands-on, scenario-based approach directly enhances the problem-solving and implementation skills crucial for any successful Dynamics 365 Sales Functional Consultant.

ABOUT COMPUTER PRIDE



East Africa's Premier IT Training Center

With over 15 years of excellence, Computer Pride delivers globally recognized certification programs from leading technology vendors. Located on Kenyatta Avenue in Nairobi's CBD, our state-of-the-art facilities and expert instructors have empowered thousands of professionals across East Africa.

15+

Years of Excellence

10,000+

Professionals Trained

50+

Vendor Certifications

READY TO ENROL?

Take the next step in your technology career.

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