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Vendor: Microsoft

Code: MB-910

Exam: Microsoft Dynamics 365 Fundamentals Customer Engagement Apps (CRM)

<https://www.examsnest.com/exam/mb-910/>

QUESTIONS & ANSWERS

DEMO VERSION

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DEMO VERSION
(LIMITED CONTENT)

Version: 12.3

Question: 1

Which two components are included in Dynamics 365 Marketing? Each correct answer presents a complete solution.

NOTE: Each correct selection is worth one point.

- A. Customer Voice survey
- B. Customer Service Hub
- C. Enterprise Asset Management
- D. Event management

Answer: AD

Explanation:

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/marketing/overview>

Question: 2

DRAG DROP

A company uses Dynamics 365 Marketing.

Marketing team members must be able to group related customers for campaigns, market research, and surveys.

What should you recommend? To answer, drag the appropriate features to the correct requirements. Each feature may be used once, more than once, or not at all. You may need to drag the split bar between panes or scroll to view content.

NOTE: Each correct selection is worth one point.

Answer Area

Features

Marketing list only

Marketing segment
only

Marketing segment or
marketing list

Requirement

Create a single campaign activity
geared to a targeted audience.

Create groups of related customers
for use in customer journeys.

Feature

Answer:

Explanation:

Answer Area

Features

Marketing list only

Marketing segment
only

Marketing segment or
marketing list

Requirement

Create a single campaign activity
geared to a targeted audience.

Create groups of related customers
for use in customer journeys.

Feature

Marketing list only

Marketing segment or
marketing list

Box 1:

You cannot use marketing segments in a campaign.

Box 2:

You can only use one type of marketing list (a subscription list) for customer journeys. You can use any type of marketing segment for customer journeys.

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/marketing/segments-vs-lists>

Question: 3

HOTSPOT

A company plans to implement Dynamics 365 Marketing.

For each of the following statements, select Yes if the statement is true. Otherwise, select No.

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NOTE: Each correct selection is worth one point.

Answer Area

Statement	Yes	No
You can only query across accounts, leads, and marketing lists when building segments.	☐	☐
You can use quick campaigns with both marketing lists and marketing segments.	☐	☐

Answer:

Explanation:

Answer Area

Statement	Yes	No
You can only query across accounts, leads, and marketing lists when building segments.	☐	☒
You can use quick campaigns with both marketing lists and marketing segments.	☐	☒

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/marketing/segmentation-lists-subscriptions>

Question: 4

HOTSPOT

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A company has implemented Dynamics 365 Marketing.

You need to implement apps to meet the company's business requirements.

Which app should you use? To answer, select the appropriate options in the answer area.

NOTE: Each correct selection is worth one point.

Answer Area

Scenario	App
Collect feedback on the effectiveness of a marketing campaign.	▼ LinkedIn Sales Navigator Dynamics 365 Customer Insights Dynamics 365 Customer Voice
Synchronize leads from LinkedIn to Dynamics 365 Marketing.	▼ LinkedIn Sales Navigator LinkedIn Campaign Manager Dynamics 365 Customer Voice
Create a unified view of customer data from different sources.	▼ Dynamics 365 Customer Insights LinkedIn Sales Navigator Dynamics 365 Customer Voice

Answer:

Explanation:

Answer Area

Scenario	App
Collect feedback on the effectiveness of a marketing campaign.	▼ LinkedIn Sales Navigator Dynamics 365 Customer Insights Dynamics 365 Customer Voice
Synchronize leads from LinkedIn to Dynamics 365 Marketing.	▼ LinkedIn Sales Navigator LinkedIn Campaign Manager Dynamics 365 Customer Voice
Create a unified view of customer data from different sources.	▼ Dynamics 365 Customer Insights LinkedIn Sales Navigator Dynamics 365 Customer Voice

Reference:

<https://docs.microsoft.com/en-gb/dynamics365/marketing/overview>

<https://docs.microsoft.com/en-gb/dynamics365/marketing/linkedin-lead-gen-integration>



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Thank You for trying the PDF Demo

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