

# MB-210 - Microsoft Dynamics 365 Sales Functional Consultant Practice Test Questions and Answers

## 1. What does a risk matrix assess?

- A) The probability and impact of identified risks
- B) Only the financial cost of risks
- C) The number of employees affected
- D) The timeline for risk resolution

## 2. What is the purpose of a risk register?

- A) To document, track, and manage all identified risks throughout a project or operation
- B) To eliminate all risks before starting work
- C) To assign blame when problems occur
- D) To satisfy audit requirements only

## 3. Why is regular risk reassessment important?

- A) Because the risk landscape changes as conditions, activities, and environments evolve
- B) Because regulators require it exactly once per year
- C) Because it provides work for risk management teams
- D) Because initial assessments are always wrong

## 4. What is a 'Goal Metric' in Dynamics 365 Sales?

- A) A definition of what is being measured (e.g., revenue, count of won opportunities) that is referenced by goal records
- B) A KPI widget displayed on the Sales Hub dashboard
- C) An automated report emailed to managers weekly
- D) A custom field that stores forecast variance data

**Answers: 1-A 2-A 3-A 4-A**

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