



MB2-700^{Q&As}

Microsoft Dynamics CRM 2013 Applications

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**QUESTION 1**

You have a sales goal for a salesperson that includes all of the salesperson's opportunities for the current fiscal year. You need to modify the sales goal to include opportunities only in a particular city for the upcoming six-month period. How should you modify the goal?

- A. Create a rollup query that filters the customer list based on the customer's city and the new timeframe. Associate this rollup query with the Goal record.
- B. Create a rollup query that filters the customer list based on the customer's city. Associate this rollup query with the Goal record. Change the time period for the Goal record.
- C. Update the Rollup field on the Goal record.
- D. Deactivate the existing Goal record and then create a new Goal record. Create a new goal metric with the filter for the customer's city and the new timeframe. Then, change the Goal Metric field on the Goal record to the new goal metric.
- E. Create a new goal metric with the filter for the customer's city and the new timeframe. Then, change the Goal Metric field on the Goal record to the new goal metric.

Correct Answer: B

QUESTION 2

You schedule time off for a resource in Microsoft Dynamics CRM.

How are the affected days displayed in the service calendar?

- A. as a red block
- B. as a green block
- C. as a blue block
- D. as an orange block

Correct Answer: A

QUESTION 3

You are modifying a customer service Case record by using the full form.

Which activity type can you add to the service Case record from within the form?

- A. Letter



- B. Service activity
- C. Custom activity type
- D. Phone call

Correct Answer: D

QUESTION 4

You are adding resources to a service.

Which three resource types can you add?(Choose Three)

- A. Sites
- B. Equipment
- C. Resource Groups
- D. Teams and Users
- E. Kits

Correct Answer: BCD

QUESTION 5

You are adding resources to a resource group. Which three resource types can you add? (Choose Three)

- A. facility
- B. business unit
- C. resource group
- D. name
- E. users

Correct Answer: ACE



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