MB2-868^{Q&As}

Microsoft Dynamics CRM 2011 Applications

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QUESTION 1

A company uses a multitenant deployment of Microsoft Dynamics CRM 2011. When you schedule a service activity, the scheduler offers appointments at unexpected times. You discover that the times correspond to the wrong time zone. You

need to set the time zone so that service activity appointments are offered at the correct times, without impacting other organizations.

Where should you set the time zone?

A. in the Date and Time settings of the Microsoft Dynamics CRM server

B. in the facility work hours settings

C. on the General tab of the Personal Options dialog box

D. in the facility settings

Correct Answer: B

QUESTION 2

In Microsoft Dynamics CRM 2011, the currency on an existing open opportunity is incorrect. The opportunity has no opportunity products. What should you do?

A. Open the opportunity, and then change the currency.

B. Create a copy of the opportunity, change the currency on the copy, and then delete the original opportunity.

C. Change the default currency for your user account. Then open the opportunity and run the Recalculate Opportunity command.

D. Create a new opportunity that has the correct currency, and then delete the original opportunity.

Correct Answer: A

QUESTION 3

In Microsoft Dynamics CRM 2011, what is a unit group?

A. a set of measurements in which a product is available

B. a way to define the product that will be used as a substitution if another product is unavailable

C. a way to bundle two or more products together

D. a way to organize multiple price lists

Correct Answer: A

QUESTION 4

In Microsoft Dynamics CRM 2011, you need to change the query for a dynamic marketing list while preserving the current list of members. What should you do?

A. Share the members of the marketing list with a new static marketing list.

B. Change the dynamic marketing list to a static marketing list. Then create a new dynamic marketing list to track additional members.

C. Copy the dynamic marketing list as a static list. Then change the query for the dynamic marketing list.

D. Lock the dynamic marketing list. Then change the query for the dynamic marketing list.

Correct Answer: C

QUESTION 5

You are configuring the Sales module in Microsoft Dynamics CRM 2011. Which of the following components must be configured before you can add a product to the catalog?

A. currency

B. price list

C. discount list

D. unit group

Correct Answer: D

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