



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

Your company has a Dynamics CRM organization.

The company plans to use the product catalog.

You need to identify which component must be configured before you can implement the product catalog.

- A. product families
- B. product
- C. price lists
- D. unit groups

Correct Answer: C

QUESTION 2

You have lead that has an open phone call activity. You qualify the lead.

You need to identify what occurs to the open phone call.

What should you identify?

- A. The activity is canceled.
- B. The Regarding field of the activity is changed to the opportunity.
- C. The activity is completed
- D. The activity is displayed on the opportunity record.

Correct Answer: D

QUESTION 3

Your marketing team is promoting a sale that they will announce by using email. The email message will be sent to existing customers who recently purchased similar products and to potential customers from a purchased mailing list. Any sales made as a result of the sale need to have the pricing applied, the sales must be tracked so that the marketing team can report on the return on investment (ROI) of the initiative. What are two possible ways to achieve the goal? Each correct answer presents a complete solution.

- A. Convert the email activities to leads.
- B. Convert the campaign response activities to opportunities.
- C. Convert the campaign response activities to leads.
- D. Convert the email activities to opportunities.



Correct Answer: BD

QUESTION 4

You have an opportunity that has three open activities.

The opportunity record and the activity records are owned by a user named User1. User 1 assigns the opportunity to a user named

You need to identify what occurs to the ownership of the records.

What should you identify?

- A. User1 remains the owner of the opportunity and the activities.
- B. User1 remains the owner of the opportunity. Users2 becomes the owner of the activities
- C. User2 becomes the owner of the opportunity and the activities.
- D. User2 becomes the owner of the opportunity. User1 remains the owner of the activities

Correct Answer: C

QUESTION 5

You are reviewing the sales pipeline of your Dynamics CRM organization. You need to identify which type of data is contained in the sales pipeline. What should you identify?

- A. the combined estimated revenue of all active quotes
- B. the combined estimated revenue of all open leads
- B. the combined estimated revenue of all open opportunities
- C. the combined estimated revenue of all open orders

Correct Answer: C

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