



# MB2-713<sup>Q&As</sup>

Microsoft Dynamics CRM 2016 Sales

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### QUESTION 1

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

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### QUESTION 2

You have a Dynamics CRM organization that has several currencies enabled. What occurs when a user creates a record that has a currency field?

- A. The currency is based on the sales territory of the user.
- B. The currency is based on the location of the user record.
- C. The currency is converted into the base currency and is always displayed in the base currency
- D. The system default currency is the record default, unless a customer has a default currency

Correct Answer: C

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### QUESTION 3

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

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#### QUESTION 4

You quality a lead for a business account.

After several conversations with the business contact you discover that the business used a different vendor.

Which record should you deactivate?

- A. opportunity
- B. lead
- C. contact
- D. account

Correct Answer: C

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#### QUESTION 5

You Open the My Open Opportunities view,

You need to export the data in the view, and then to reimport the data so that the existing records are updated.

What should you do?

- A. Export the data as a dynamic Pivot Table.
- B. Export the data as a Static worksheet.
- C. Export the data and select the Make available for re-import option.
- D. Export the data as a dynamic worksheet

Correct Answer: B

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