



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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**QUESTION 1**

Your company wants to integrate the Microsoft Yammer enterprise subscription and the Dynamics CRM organization. The managers at the company are concerned about potential data from CRM being visible to users who do not have a CRM

account.

They want to limit which user can see post in CRM.

In Yammer, you can create a private group named CRM Posts, and you connect CRM to the CRM Posts group. Users report that they fail to see posts in Yammer that are created in CRM. You need to identify what prevents the users from

seeing the posts. What should you identify?

- A. The users are not added to the CRM Posts group in Yammer.
- B. The posts are not being shared with the team of the users.
- C. The security role assigned to the users does not provide access to Yammer posts.
- D. The users are not following any records.

Correct Answer: B

QUESTION 2

You have 20 sales representatives who each has a monthly goal that measures the number of phone calls made to their 10 key customers. The managers of the sales representatives want you to add parent goals that track this activity over

the next three weeks for an internal competition.

You need to use a parent goal to track the team score, and child goals to track the individual scores. Which two configurations should you perform? Each correct answer presents part of the solution.

- A. new child goals that all use the same rollup queries.
- B. Change the parent goal of each child goal.
- C. Create a parent goal that has a custom period of three weeks from today.
- D. Change the manager of each child goal.
- E. Change the goal manager of each child goal.

Correct Answer: BC

QUESTION 3

You create a personal view.



You need to ensure that both you and a coworker can use the view. What are two possible ways to achieve the goal? Each correct answer presents a complete solution.

- A. Email the Fetch xml file.
- B. Share the view.
- C. Email a link from the Advanced Find ribbon.
- D. Assign the view.

Correct Answer: BD

QUESTION 4

Youwork for a company named >> Fabrikam, Inc.

Fabrikam is acquired by a company named Contoso, Ltd. Both companies have different fiscal year ends. The sales team at Fabrikam will be required to use a new fiscal year end at the end of the current quarter. The Dynamics CRM

administrator at Fabrikam updates the Fiscal Year Settings immediately. You need to ensure that reports on if>.- goals use the Fabrikam year and until the end of the quartet What should you do?

- A. Run the Align with Fiscal Period action immediately.
- B. Recalculate the goals.
- C. Run the Align w.th Fiscal Period action after the quarter ends.
- D. Create new goals for the old fiscal period.

Correct Answer: C

QUESTION 5

You manager needs to view a collection of data records and a chart of the data records simultaneously. What should you instruct the manager to do?

- A. Define a view and add a chart
- B. Export the Fetch XML. and then import a chart.
- C. Run the Report Wizard.
- D. Create a personal report.

Correct Answer: C



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