



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

Microsoft Dynamics CRM 2016 Sales

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### QUESTION 1

You have a recalled product that should no longer be sold.

You need to remove the Product from the available list of products and to prevent any sales from being processed for the product.

Which two actions should you perform? Each correct answer presents part of the solution.

- A. Remove the product from the family hierarchy.
- B. Modify the open opportunities.
- C. Update the price list.
- D. Retire the product.
- E. Modify the validity date of the product.

Correct Answer: BD

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### QUESTION 2

Your product line is expanding rapidly and you sale representatives often are unfamiliar with the full of list of applicable products for a customer. As such, your sales team often misses chance to upsell and sell related accessories. You identify

what you can add to the product catalog to support upselling and cross-selling.

What should you identify?

- A. a product discount list
- B. a product kit
- C. a product bundle
- D. a product family
- E. a unit group

Correct Answer: C

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### QUESTION 3

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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#### QUESTION 4

The Base currency for your Dynamics CRM organization is US dollars.

You have an order that has a transaction currency in euros.

You need to identify which events will cause the exchange rate for the order to be recalculated. Which two events should you identify? Each correct answer presents a complete solution.

- A. The currency of the order record is updated.
- B. The exchange rates are updated in CRM.
- C. The order record is opened.
- D. The record state of the order record changes.

Correct Answer: AD

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#### QUESTION 5

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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