



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

Microsoft Dynamics CRM 2016 Sales

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**QUESTION 1**

You have two opportunities named Opp1 and Opp2 that created to a customer. The customer request a single quote that contains the line items from both opportunities. From Opp1, you generate a new quote that contains all of the line items

in Opp1. You need to add the line items in Opp2 to the quote.

What should you did?

- A. From Opp2, Click Assign
- B. From Opp2, Click New Quote
- C. From the quote, Click Get Products
- D. From the quote, associate the quote to Opp2

Correct Answer: C

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**QUESTION 2**

You need to identify which type of object can be associated to sales territories. Which type of object should you identify?

- A. Opportunities
- B. Users
- C. Leads
- D. Facilities
- E. Teams

Correct Answer: B

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**QUESTION 3**

You are viewing the My Open Opportunities view.

You need to update the Rating field for all of the records that have the field set to warm. Also, you must delete all of the values in the Probability field for all the records.

What are two possible ways to edit the data? Each correct answer presents a complete solution.

- A. Export the data as a dynamic worksheet
- B. Export the data to a Microsoft Excel static worksheet
- C. Open the view in Microsoft Excel Online.



D. Select the records and click Edit.

Correct Answer: BC

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#### QUESTION 4

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 5

You recently visited a trade show and you interacted with many potential customers. As a vendor at the trade show, you receive a CSV file that contains detailed information about the 643 attendees who showed interest in your products.

You need to efficiently and accurately input this information into Dynamics CRM for future use in the sales process.

Which method should you use?

- A. Import the details as new activities.
- B. Import the details as new leads.
- C. Update opportunities to reflect new prospects.
- D. Import the information as part of a solution file.

Correct Answer: B

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