MB2-713 Q&As

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You recently visited a trade show and you interacted with many potential customers. As a vendor al 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 activates.

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

QUESTION 2

You have an opportunity record.

When you attempt to increase the Estimate Revenue field, you discover that the field is locked.

You need to identify a possible cause of the issue.

What should you identify?

A. The products in the opportunity are write-in products.

B. The estimated revenue exceeds the budget amount.

C. The opportunity contains conflicting currencies.

D. The method of revenue is system-generated.

Correct Answer: D

QUESTION 3

Your company wants to capture Dynamics CRM-related notes in Microsoft OneNote.

You need to configure integration between OneNote and CRM.

What should you configure before you can configure OneNote integration?

A. Microsoft Yammer integration

B. server-based Microsoft SharePoint integration

C. Microsoft Social Engagement

D. Microsoft Office 365 Groups

Correct Answer: B

QUESTION 4

Yon have a Dynamics CRM organization, You have account records for three companies named Company1. Subsidiary 1, and Subsidiary2. Subsidiary 1 has Company1 as a parent account. Subsidiary2 has Subsidiary1 as a parent account.

Subsidiary2 has an open opportunity of $S0O,0OO. There are no other open opportunities of the three companies. You need to identify what open revenue will be displayed for the companies when you view the hierarchy.

What should you identify?

A. Company1:S5OO.000 Subsidiary1: $0 Subsidiary2:S50O.0OO

B. Company1: $O Subsidiary1: SO Subsidiary2:$500,000

C. Company1: $500,000 Subsidiary1:$500.000 Subsidiary2:$500,000

D. Company1: $O Subsidiary1:$500.000 Subsidiary1:$500.000

Correct Answer: C

QUESTION 5

You have Dynamics CRM organization that has 50,000 contacts in regions around the world. Your job is to review the records of the contacts from three regions. The contacts in the three regions are managed by different account managers.

You work with only one of the regions per day, updating the address information of the contacts in that region.

You need to view only the contacts from a specific region.

What should you do?

A. Follow the contact records.

B. Add access teams.

C. Create a dashboard.

D. Create personal views.

Correct Answer: D

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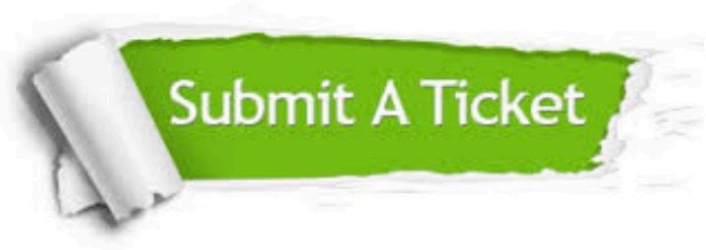

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