Microsoft

Exam Questions MB2-713

Microsoft Dynamics CRM 2016 Sales

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NEW QUESTION 1

Your company plans to deploy Dynamics CRM. In the previous sales database, you did not track products.

Members of the management team are evaluating whether to use the product catalog in the CRM organization. You need to identify which enhancements to the sales flow can be achieved by using the product catalog. What are two possible enhancements that you can identify? Each correct answer presents a complete solution.

A. inventory management integration
B. automated sales pipeline velocity tracking
C. automated revenue calculation
D. automated quotes, orders, and invoicing

Answer: CD

NEW QUESTION 2

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.

Answer: BD

NEW QUESTION 3

You plan to use discount lists.
Which type of record can you associate to a discount list?

A. price list items
B. competitor
C. product bundle
D. product family
E. product

Answer: E

NEW QUESTION 4

You need to convert a tweet into a lead. Which button should you use?

A. Set Regarding
B. Link to CRM
C. Add Profile
D. Import Data

Answer: B

NEW QUESTION 5

You have a Dynamics CRM organization that uses server side synchronization to process email.
A manager requests that you create the mailbox records defined as shown in the following table.

You need to identify which record will fail to be created. Which record should you identify?

A. User1
B. User2
C. User3

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NEW QUESTION 6
You have a lead for a potential business customer with whom your company has never done business. You need to identify which types of records are created automatically when you qualify a lead for the new business customer. Which three record types should you identify? Each correct answer presents part of the solution.
A. opportunity
B. quote
C. contact
D. appointment
E. account

Answer: ABC

NEW QUESTION 7
You have a Dynamics CRM organization. You plan to use folder tracking. You configure server-side synchronization and you enable the Folder-Level Tracking feature. A user named User1 in the sales department reports that email activities are not being generated automatically when email messages are moved to the folders. You need to ensure that the email activities are generated. What should you do?
A. Instruct User1 to create folder tracking rules.
B. Set the mailbox of User1 as a forward mailbox.
C. Install the Microsoft Office 365 Groups solution.
D. Instruct User1 to install Dynamics CRM for Outlook.

Answer: C

NEW QUESTION 8
You need to locate the record of a person named Ben Smith. You are uncertain whether Ben Smith is in Dynamics CRM as a contact. What can you use to locate the record?
A. a system view
B. Quick Find
C. a custom grid
D. Advanced Find
E. a personal view

Answer: E

NEW QUESTION 9
You create a personal dashboard that tracks important sales information. Your manager wants all of the users in the company to use the dashboard. You need to recommend a method to make the dashboard available to all of the users. The solution must minimize effort. What should you recommend?
A. Export the definitions of the dashboard components, and then import the components.
B. Ask an administrator to recreate the dashboard as a system dashboard.
C. Ask an administrator to share the dashboard with all of the users.
D. Edit the properties of the dashboard, and then assign the dashboard.

Answer: C

NEW QUESTION 10
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