Microsoft

Exam Questions MB2-717
Microsoft Dynamics 365 for Sales
NEW QUESTION 1
You are a support specialist in charge of managing a product catalog within Microsoft Dynamics 365 for your company. You are asked to configure Microsoft Dynamics 365 so that management can analyze sales trends by product category. How should you meet this requirement?

A. Create multiple product relationships.
B. Create multiple product families.
C. Create multiple product bundles.
D. Create multiple product catalogs.

Answer: A

NEW QUESTION 2
One of your prospects is reviewing a quote you have provided and will be making a decision to either accept or revise your offer. You need to reflect the prospect's response by setting the quote status. Which two options can you use to achieve this goal? Each correct answer presents a complete solution.

A. Fulfilled
B. Won
C. Inactive
D. Draft

Answer: BC

NEW QUESTION 3
You will be attending a conference, and you want to be able to capture information about the prospects you will meet. You need to be able to upload the lead information into Microsoft Dynamics 365 with the Import Data Wizard. Which two formats can you use? Each correct answer presents a complete solution.

A. comma-separated values (.csv)
B. compressed (.zip)
C. Excel 97-2003 Spreadsheet (.xls)
D. Access Database (.accdb)

Answer: AC

NEW QUESTION 4
You are working with the Microsoft Dynamics 365 for Phones app. You have created a new Opportunity to track information that could lead to a sale while visiting a customer and have a Business Process Flow at the Qualify stage. You need to be able to update the record with information for qualifying the Opportunity. What are three items you can capture on the Opportunity to help you manage this opportunity through to a sale? Each correct answer presents a complete solution.

A. tracking product returns
B. tracking activities related to the opportunity
C. tracking Invoice adjustment notes
D. tracking competitors
E. tracking the products in which the customer is interested

Answer: AC

NEW QUESTION 5
An opportunity to partner with one of your competitors on a large project has come up, but you are unable to select the competitor as a customer on the opportunity. Which two record types can you assign to the competitor to enable you to select them as a customer? Each correct answer presents a complete solution.

A. Lead
B. Contact
C. Account
D. Prospect

Answer: CD

NEW QUESTION 6
You want to use the Export to Excel Templates functional* of Microsoft Dynamics 365. What are two benefits of Excel Templates for Microsoft Dynamics 365? Each correct answer presents a complete solution.

A. You can use the charts that you create in the Excel Templates, and import them as Microsoft Dynamics 365 charts.
B. You can use Microsoft Dynamics 365 Excel Templates without any specific security role setting.
C. You can import your Excel templates into Dynamics 365, and share them with other people in your organization.
D. You can create charts, tables, and sheets to analyze your opportunities.

Answer: AD

NEW QUESTION 7
You are a sales manager for your company. You want your sales people to be able to utilize data on their customers beyond the Microsoft Dynamics 365 application.
With which type of database can Relationship Assistant integrate in order for sales people to better manage their business relationships?

A. Exchange
B. Office Delve
C. SharePoint
D. SQL

**Answer:** B

**NEW QUESTION 8**
You are a salesperson using Microsoft Dynamics 365. You need to create a quote for services to be offered to one of your customers. You have selected a potential customer and saved the quote record. What should you add to the quote?

A. Add Service Activities.
B. Add Price Lists.
C. Add Quote Products as line items.
D. Add a connection between the Opportunity and the Quote.

**Answer:** B

**NEW QUESTION 9**
You need to create an Opportunity in Microsoft Dynamics 365 to track potential customers requesting information or pricing. What would lead you to track the activities of a potential sale?

A. from an email activity
B. from a Lead
C. from a Work Order
D. from a Case
E. manually

**Answer:** ADE

**NEW QUESTION 10**

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