



# MB2-700<sup>Q&As</sup>

Microsoft Dynamics CRM 2013 Applications

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### QUESTION 1

An active Quote references an incorrect product.

You need to ensure that the Quote references the correct product.

What should you do?

- A. In the Quote record, update the price list to reference a price list that contains the correct product.
- B. In the Quote Product record, update the product reference.
- C. In the Quote record, change the Revision ID field and then save the Quote under a different name. In the new Quote record, update the product reference.
- D. In the Quote record, use the Revise feature and then update the product reference.

Correct Answer: D

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### QUESTION 2

You have a sales goal for a salesperson that includes all of the salesperson's opportunities for the current fiscal year. You need to modify the sales goal to include opportunities only in a particular city for the upcoming six-month period. How should you modify the goal?

- A. Create a rollup query that filters the customer list based on the customer's city and the new timeframe. Associate this rollup query with the Goal record.
- B. Create a rollup query that filters the customer list based on the customer's city. Associate this rollup query with the Goal record. Change the time period for the Goal record.
- C. Update the Rollup field on the Goal record.
- D. Deactivate the existing Goal record and then create a new Goal record. Create a new goal metric with the filter for the customer's city and the new timeframe. Then, change the Goal Metric field on the Goal record to the new goal metric.
- E. Create a new goal metric with the filter for the customer's city and the new timeframe. Then, change the Goal Metric field on the Goal record to the new goal metric.

Correct Answer: B

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### QUESTION 3

You schedule time off for a resource in Microsoft Dynamics CRM.

How are the affected days displayed in the service calendar?



- A. as a red block
- B. as a green block
- C. as a blue block
- D. as an orange block

Correct Answer: A

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#### QUESTION 4

You have a Microsoft Dynamics CRM instance that has sample data installed.

Which three items are default areas of the subject tree? Each correct answer presents part of the solution.(Choose Three)

- A. default subject
- B. service
- C. case
- D. issue
- E. query

Correct Answer: ABE

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#### QUESTION 5

You are modifying a customer service Case record by using the full form.

Which activity type can you add to the service Case record from within the form?

- A. Letter
- B. Service activity
- C. Custom activity type
- D. Phone call

Correct Answer: D

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