



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

Microsoft Dynamics CRM 2013 Applications

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### QUESTION 1

Which list shows a correct contract life cycle?

A. 1. Draft

2.

Active

3.

Invoiced

4.

On Hold

5.

Expired

B. 1. Draft

2.

Invoiced

3.

Active

4.

On Hold

5.

Active

6.

Expired

C. 1. Draft

2.

Invoiced

3.

Active

4.



On Hold

5.

Canceled

D. 1. Invoiced

2.

Draft

3.

Active

4.

On Hold

5.

Active

6.

Canceled

Correct Answer: B

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## QUESTION 2

You need to edit a Quote.

Which quote status will allow you to make changes to the Quote?

A. Open

B. Active

C. Revise

D. Draft

Correct Answer: D

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## QUESTION 3

Where can a user locate a list of recently updated records?

A. the My Activities view

B. the sales dashboard



C. the What's New view

D. rollup queries

Correct Answer: C

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#### QUESTION 4

When you qualify a lead, which two records will also be created?(Choose TWO)

A. Account

B. Contract

C. Campaign Response

D. Opportunity

E. Contact

Correct Answer: AD

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#### QUESTION 5

You are creating a discount list.

Which two types of discounts can you create?(Choose TWO)

A. Unit

B. Base

C. Formula

D. Amount E. Percentage

Correct Answer: DE

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