MB2-707 Q&As

Microsoft Dynamics CRM Customization and Configuration

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QUESTION 1

You are configuring a sales process in Microsoft Dynamics CRM.

The sales process needs to have an additional stage if the probability field value is greater than 50%.

Which three actions should you perform? Each correct answer presents part of the solution. Choose three.

A. Add a branch rule to define the condition that should display the high probability stage.

B. Add a stage to the branch for the high probability opportunity condition.

C. Create a business process flow for your sales process.

D. Create a business rule to conditionally switch between business process flows if the probability is greater than 50%.

E. Create a second business process flow for the high probability opportunities.

Correct Answer: ABC

QUESTION 2

Your System View shows all contacts who work for educational institutions.

You want to change the view so that it also shows contacts who work for government organizations.

Which two actions should you perform in System View? Each correct answer presents part of the solution. Choose two.

A. Paste in the Fetch XML for your new query.

B. Select Edit Filter Criteria.

C. Add the additional query criteria.

D. Select Details to modify the query.

Correct Answer: BC

Ref:https://technet.microsoft.com/en- us/library/dn509578.aspx#BKMK_AddFindColumns

QUESTION 3

You import a managed solution that modifies the account entity. You then import an unmanaged solution that also modifies the account entity. What is true about this scenario?

A. The modifications from the unmanaged solution will overwrite the modifications from the managed solution.

B. The modifications from both the managed solution and the unmanaged solution will be merged together.

C. The modifications from the unmanaged solution will not appear,

D. The modifications from the managed solution will not appear.

Correct Answer: A

Ref:https://msdn.microsoft.com/en-gb/library/gg334576.aspx#BKMK_UnmanagedandManagedSolutions

QUESTION 4

You create a new business process flow on the account entity for your inside sales team. The business process flow has four stages. The first stage contains three fields from the account entity. All of these fields are required in the business

process flow, and one field is read-only because of field security.

A salesperson reports that no one can move past the first stage.

You need to resolve this issue.

What should you do?

A. Create a security role that grants the inside sales team the ability to read and update the account entity.

B. Create a field security profile for the inside sales team that grants them the ability to read all of the fields in the first stage.

C. Create a field security profile for the inside sales team that grants them the ability to update the read-only field in the first stage.

D. Modify the existing inside sales team\\'s security role and mark the Activate Business Process Flows Miscellaneous Privilege.

Correct Answer: C

Ref:http://www.fmtconsultants.com/2014/10/using-out-of-the-box-field-level- security-to-apply-security-to-business-process-flows-in-dynamics-crm-2013/

QUESTION 5

You want to show values from a related entity in a form in Microsoft Dynamics CRM.

Which two components can you use to display values in a sub-grid? Each correct answer presents a complete solution. Choose two.

A. dashboard

B. list

C. chart

D. report

Correct Answer: BC

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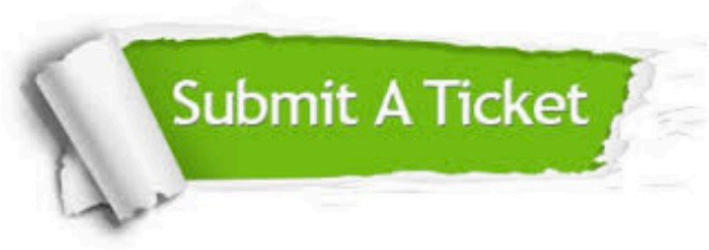

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