



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You have a Dynamics CRM organization, You have account records for three companies named Company1, Subsidiary 1, and Subsidiary2. Subsidiary 1 has Company1 as a parent account. Subsidiary2 has Subsidiary1 as a parent account.

Subsidiary2 has an open opportunity of \$500,000. There are no other open opportunities of the three companies. You need to identify what open revenue will be displayed for the companies when you view the hierarchy.

What should you identify?

- A. Company1:\$500,000 Subsidiary1: \$0 Subsidiary2:\$500,000
- B. Company1: \$0 Subsidiary1: \$0 Subsidiary2:\$500,000
- C. Company1: \$500,000 Subsidiary1:\$500,000 Subsidiary2:\$500,000
- D. Company1: \$0 Subsidiary1:\$500,000 Subsidiary2:\$500,000

Correct Answer: C

QUESTION 2

You have a quote named Quote1 that was activated and presented to a customer You plan to take a long leave of absence. In your absence, a user named User2 will take ownership of Quote: You need to transfer ownership of Quote1 to

User2.

What should you do?

- A. Click Assign and select User2
- B. Click Close and instruct User2 to create a new quote.
- C. Click Share and select User2
- D. Click Email a Link and select User2

Correct Answer: A

QUESTION 3

You Open the My Open Opportunities view,

You need to export the data in the view, and then to reimport the data so that the existing records are updated.

What should you do?

- A. Export the data as a dynamic Pivot Table.



- B. Export the data as a Static worksheet.
- C. Export the data and select the Make available for re-import option.
- D. Export the data as a dynamic worksheet

Correct Answer: B

QUESTION 4

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.

Correct Answer: BD

QUESTION 5

Your manager needs to view a collection of data records and a chart of the data records simultaneously. What should you instruct the manager to do?

- A. Define a view and add a chart
- B. Export the Fetch XML, and then import a chart.
- C. Run the Report Wizard.
- D. Create a personal report.

Correct Answer: C

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