



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You create an Advanced Find that displays all of the open opportunities containing a specific line item. You need to edit some of the records returned from the Advanced Find by using immersive Excel. What should you do first?

- A. Click Export to Excel
- B. Click Download Fetch XML
- C. Save the Advanced Find as a view.
- D. Create a Microsoft Excel template.

Correct Answer: C

QUESTION 2

You have an opportunity record.

When you attempt to increase the Estimate Revenue field, you discover that the field is locked.

You need to identify a possible cause of the issue.

What should you identify?

- A. The products in the opportunity are write-in products.
- B. The estimated revenue exceeds the budget amount.
- C. The opportunity contains conflicting currencies.
- D. The method of revenue is system-generated.

Correct Answer: D

QUESTION 3

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 Quote1. 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 4

You need to create a quarterly goal to measure completed phone calls regarding open opportunities. Which three components should you use? Each correct answer presents part of the solution.

- A. a calculated field
- B. a goal metric that has the Amount metric type
- C. a rollup field
- D. a rollup query
- E. a goal metric that has the Count metric type

Correct Answer: CDE

QUESTION 5

You have an opportunity that has three open activities.

The opportunity record and the activity records are owned by a user named User1. User 1 assigns the opportunity to a user named

You need to identify what occurs to the ownership of the records.

What should you identify?

- A. User1 remains the owner of the opportunity and the activities.
- B. User1 remains the owner of the opportunity. Users2 becomes the owner of the activities
- C. User2 becomes the owner of the opportunity and the activities.
- D. User2 becomes the owner of the opportunity. User1 remains the owner of the activities

Correct Answer: C

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