



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

Your company plans to deploy Dynamics CRM.

In the previous sales database, you did not track products

Members of the management team are evaluating whether to use the product catalog in the CRM organization. You need to identify which enhancements to the sales flow can be achieved by using the product catalog. What are two possible

enhancements that you can identify? Each correct answer presents a complete solution.

- A. inventory management integration
- B. automated sales pipeline velocity tracking
- C. automated revenue calculation
- D. automated quotes, orders, and invoicing

Correct Answer: CD

QUESTION 2

Your company uses Dynamics CRM Online.

You need to provide Dynamics CRM users with the ability to collaborate on CRM data, meetings, and notes with users who do not have a CRM account.

Which two actions should you perform? Each correct answer presents part of the solution,

- A. Install the Microsoft Office 365 Groups solution.
- B. Create a Microsoft SharePoint document library.
- C. Enable integration with Microsoft OneDrive for Business.
- D. Configure Microsoft SharePoint server-based integration.
- E. Configure the Microsoft Office 365 Group Settings

Correct Answer: AE

QUESTION 3

You need to identify which type of object can be associated to sales territories. Which type of object should you identify?

- A. Opportunities
- B. Users



- C. Leads
- D. Facilities
- E. Teams

Correct Answer: B

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 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

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