MB2-713^{Q&As}

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Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You have a Dynamics CRM organization that uses Microsoft SharePoint for document management by using server-sidesynchronization.

You need to identity which SharePoint actions tan be performed directly from CRM.

What should you identify?

A. Modify the settings of the columns in a SharePoint list.

B. View the document version history.

C. Display the documents contained in the SharePoint document library.

D. Create and manage SharePoint content types-

Correct Answer: C

QUESTION 2

You quality a lead for a business account.

After several conversations with the business contact you discover that the business used a different vendor.

Which record should you deactivate?

A. opportunity

B. lead

C. contact

D. account

Correct Answer: C

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 Fable.

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 have a Dynamics CRM organization that uses Microsoft OneNote integration. A user named User1 enters some information in a OneNote notebook for an account record named Account. User1 owns the record for Account 1.

You need to identify who can open the notebook tor Account1 directly from OneNote.

Who should you identify?

A. all of the users who can view a notebook in CRM

B. only User1

C. all of the users who have Read access to Account1 in CRM

D. all of the users who can add notes ro Account1 in CRM

Correct Answer: B

QUESTION 5

You are viewing the My Open Opportunities view.

You need to update the Rating field for all of the records that have the field set to warm. Also, you must delete all of the values in the Probability field for all the records.

What are two possible ways to edit the data? Each correct answer presents a complete solution.

A. Export the data as a dynamic worksheet

B. Export the data to a Microsoft Excel static worksheet

C. Open the view in Microsoft Excel Online.

D. Select the records and click Edit.

Correct Answer: BC

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