



# MB2-717<sup>Q&As</sup>

Microsoft Dynamics 365 for Sales exam

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### QUESTION 1

You are creating Word Templates for a customer using Microsoft Dynamics 365.

The customer needs a Word Template for the account entity and wants to merge data records related to the account

Which related records can be included in the Word Templates?

- A. only records related in N:1 and N:N relationships
- B. only records related in N:1 and 1:N relationships
- C. records related in 1:N, N:1, and N:N relationships
- D. only records in an N:1 relationship

Correct Answer: A

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### QUESTION 2

You need to create an Opportunity in Microsoft Dynamics 365 to track potential customers requesting information or pricing would lead you to track the activities of a potential sale.

What are three ways to create such an Opportunity? Each correct answer presents a complete solution,

- A. from an email activity
- B. from a Lead
- C. from a Work Order
- D. from a Case
- E. manually

Correct Answer: ADE

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### QUESTION 3

You need visibility to all of your Opportunities to better analyze the information to decide how best to progress with each. What is unique to a Personal View of Opportunities?

- A. You can share them.
- B. You can export them.
- C. You can view them.
- D. You can use Charts with them.

Correct Answer: C

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#### QUESTION 4

You are working with an organization that has extended its reporting in Microsoft Dynamics 365 with Power BI. The organization wants to use the Power BI dashboards and tiles inside Dynamics 365. Which two options are available? Each correct answer presents a complete solution.

- A. Once Power BI is enabled for the organization, a complete Power BI Dashboard can be added as a personal dashboard.
- B. Once Power BI is enabled for the organization, a Power BI tile can be added to a personal dashboard.
- C. A System Administrator can add a Power BI Dashboard in Microsoft Dynamics 365 on a system dashboard.
- D. A System Administrator can add a Power BI tile in Microsoft Dynamics 365 on a system dashboard.

Correct Answer: BD

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#### QUESTION 5

You are setting up a Product Catalog in Microsoft Dynamics 365 that has a series of products that have similar properties. When added to an Opportunity, the user should be required to make selections on these properties for the products. How should you set this up?

- A. For each of the products, add the Product Properties.
- B. Create a Price List, add the Product Properties to the Price List, and add the Products as price list items.
- C. Create the Products, then create the Product Family, add the Product Properties to the family, and add the products to the family.
- D. Create the Product Family, add the Product Properties, create the Products, and add the Family Hierarchy in the process.

Correct Answer: C

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#### QUESTION 6

You are working with a sales organization so that they can better utilize Microsoft Dynamics 365 to manage their sales process.

What are two advantages of having the organization's sales professionals utilize Auto Capture? Each correct answer presents a complete solution.

- A. They will not need to go into Outlook to track their emails.
- B. They can delay sending an email until an appropriate time.
- C. They can see untracked emails from Exchange in their activity list.
- D. They can be notified when an embedded link has been clicked within a sent email.



Correct Answer: AB

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#### QUESTION 7

You are a support specialist in charge of managing a product catalog within Microsoft Dynamics 365 for your company. You are asked to configure Microsoft Dynamics 365 so that management can analyze sales trends by product category. How should you meet this requirement?

- A. Create multiple product relationships.
- B. Create multiple product families.
- C. Create multiple product bundles.
- D. Create multiple product catalogs.

Correct Answer: A

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#### QUESTION 8

You are a sales manager for your company.

You want your sales people to be able to utilize data on their customers beyond the Microsoft Dynamics 365 application.

With which type of database can Relationship Assistant integrate in order for sales people to better manage their business relationships?

- A. Exchange
- B. Office Delve
- C. SharePoint
- D. SQL

Correct Answer: B

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#### QUESTION 9

You will be attending a conference, and you want to be able to capture information about the prospects you will meet. You need to be able to upload the lead information into Microsoft Dynamics 365 with the Import Data Wizard. Which two formats can you use? Each correct answer presents a complete solution.

- A. comma-separated values (.csv)
- B. compressed (.zip)
- C. Excel 97-2003 Spreadsheet (.xls)
- D. Access Database (.accdb)



Correct Answer: AC

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#### QUESTION 10

You are a solutions architect for a sales organization that uses Microsoft Dynamics 365. The company has just acquired their first international client. Which two configuration tasks will have to be made in order to accommodate the currency exchange between the two organizations? Each answer represents part of the solution.

- A. Assign the new customer a base currency.
- B. A system currency must be added.
- C. Assign the new customer a default currency.
- D. A custom currency must be added.

Correct Answer: AB

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#### QUESTION 11

You work for an organization that uses Microsoft Dynamics 365 to quote prices to customers.

The organization wants to incentivize bulk purchases by offering discounts on purchases of larger quantities.

How should you offer bulk discounts?

- A. Create a Discount List and associate it with the Price List Item directly.
- B. Create a Discount List, and associate it with the Quote directly.
- C. Create a Discount List and associate it with the Product directly.
- D. Create a Discount List and associate it with the Price List directly.

Correct Answer: C

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#### QUESTION 12

You are a technical support specialist for your company.

The Company's sales staff are issued a company laptop to use when interfacing with Microsoft Dynamics 365. They need to integrate their smart phones with Microsoft Dynamics 365 as well. Many of their phones, however, do not have a

supported web browser.

What should you suggest to meet this sales staff's need?

- A. Advise them to run the Microsoft Dynamics 365 web app on their phones.
- B. Advise them to use the web client to access Microsoft Dynamics 365 from their phones.



C. Advise them to download the Microsoft Dynamics 365 App from the Office 365 Admin portal.

D. Advise them to download the Microsoft Dynamics 365 App from their phone's store.

Correct Answer: D

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