MB2-700^{Q&As}

Microsoft Dynamics CRM 2013 Applications

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QUESTION 1

Which two security roles have permissions to create a new system dashboard? (Choose TWO)

A. Scheduler

B. System Administrator

C. System Customizer

D. Sales Manager

E. Marketing Professional

Correct Answer: BC

QUESTION 2

You have a Contract that has a status value of Invoiced.

One of the contract lines references an incorrect product.

You need to correct the contract line.

What should you do?

A. Open the contract line and replace the value in the Product field with the correct product.

B. On the invoiced contract, add a new contract line that has the correct product. Cancel the contract line that has the incorrect product.

C. Copy the invoiced contract. In the newly created draft contract, update the Product field for the affected contract line. Activate the new contract and then cancel the invoiced contract.

D. Delete the contract line. Add a new contract line that has the correct product.

Correct Answer: C

QUESTION 3

You are adding Units to a Unit Group. Which statement is true?

A. A Unit must have an owner.

B. A Unit must have a start date.

C. All Units in the same Unit Group must have the same Base Unit.

D. A Unit must have a quantity.

Correct Answer: D

QUESTION 4

Which two sales entity records can you create by using a Quick Create form? (Choose TWO) A. Leads

B. Opportunities

C. Quotes

D. Invoices

E. Orders

Correct Answer: AB

QUESTION 5

You need to send a Knowledge Base article by email to a Contact record. Which condition must be met?

A. The article is shared.

B. The article has a unique subject.

C. The article has been approved.

D. The article has been submitted.

Correct Answer: C

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