



MB2-700^{Q&As}

Microsoft Dynamics CRM 2013 Applications

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QUESTION 1

When can you resolve, cancel, or delete a case that has activities associated with it?

- A. You can resolve cases when all activities associated to the case are completed. You can cancel or delete cases at any time.
- B. You can resolve or cancel cases only when the associated activities are closed. You can delete cases at any time.
- C. You can resolve, cancel, or delete cases at any time.
- D. You can resolve, cancel, or delete cases only when all activities associated with the case are completed.

Correct Answer: B

QUESTION 2

Which status is NOT valid for a quote?

- A. Draft
- B. Lost
- C. Won
- D. Closed
- E. Active

Correct Answer: B

QUESTION 3

You use Microsoft Dynamics CRM Goal Management to define sales goals over a period of time.

You need to track actual and in-progress values for sales.

Which goal metric should you configure?

- A. Amount Data Type
- B. Rollup Fields
- C. Metric Type
- D. Fiscal Periods

Correct Answer: D



QUESTION 4

Which field is required to create a new Opportunity record?

- A. Originating Lead
- B. Customer
- C. Topic
- D. Contact
- E. Account

Correct Answer: C

QUESTION 5

A manager is setting work hours and service restrictions for the resources in a company.

What is the smallest unit of time that he can use to define work hours and breaks?

- A. 1 minute
- B. 15 minutes
- C. 30 minutes
- D. 1 hour

Correct Answer: A

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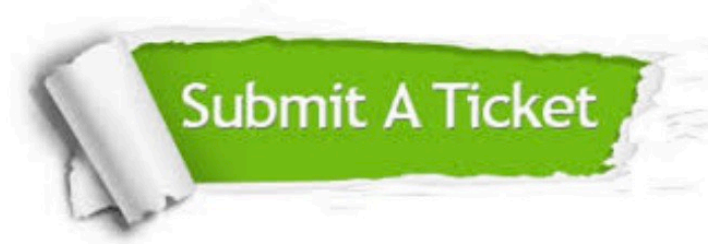
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