



MB2-700^{Q&As}

Microsoft Dynamics CRM 2013 Applications

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QUESTION 1

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 2

You need to edit a Quote.

Which quote status will allow you to make changes to the Quote?

- A. Open
- B. Active
- C. Revise
- D. Draft

Correct Answer: D

QUESTION 3

Which entity must you add to an Opportunity record before you can add products to the record?

- A. Contacts
- B. Price List
- C. Exchange Rate
- D. Write-in Product

Correct Answer: B



QUESTION 4

You plan to use service activities to interact with customers.

What must you use in order to use service activities?

- A. capacity scheduling
- B. scheduling module
- C. resource group
- D. facility

Correct Answer: B

QUESTION 5

You review an Opportunity record. Opportunities are configured to use system-calculated pricing.

What happens when you click the Recalculate Opportunity button?

- A. Current product line item totals are recalculated, and the Est. Revenue field is updated.
- B. All pending opportunities for the customer are recalculated and saved to the Est. Revenue field.
- C. The Budget Amount field replaces the Est. Revenue field.
- D. All active quotes that are associated with the opportunity are added to the Est. Revenue field.

Correct Answer: A

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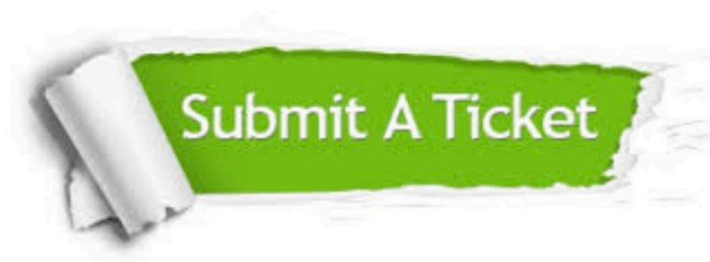
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