MB2-700^{Q&As}

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Microsoft Dynamics CRM 2013 Applications

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QUESTION 1

Which list shows a correct contract life cycle?

A. 1. Draft

2.

Active

3.

Invoiced

4.

On Hold

5.

Expired

B. 1. Draft

2.

Invoiced

3.

Active

4.

On Hold

5.

Active

6.

Expired

C. 1. Draft

2.

Invoiced

3.

Active

4.

 On Hold

5.

 Canceled

D. 1. Invoiced

2.

 Draft

3.

 Active

4.

 On Hold

5.

 Active

6.

 Canceled

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

For which two entities does Microsoft Dynamics CRM create a default queue when the entity is created? (Choose TWO)

A. Opportunities

B. Activities

C. Cases

D. Users

E. Teams

Correct Answer: DE

QUESTION 4

You are creating an Order.

Which field does NOT require a value before you save the Order?

A. Potential Customer

B. Currency

C. Price List

D. Order ID

E. Name

Correct Answer: D

QUESTION 5

You are creating a case in Microsoft Dynamics CRM.

Which two entity types are valid for the Customer field?(Choose TWO)

A. Products

B. Leads

C. Contacts

D. Accounts

Correct Answer: CD

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