



MB2-700^{Q&As}

Microsoft Dynamics CRM 2013 Applications

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QUESTION 1

An active Quote references an incorrect product.

You need to ensure that the Quote references the correct product.

What should you do?

- A. In the Quote record, update the price list to reference a price list that contains the correct product.
- B. In the Quote Product record, update the product reference.
- C. In the Quote record, change the Revision ID field and then save the Quote under a different name. In the new Quote record, update the product reference.
- D. In the Quote record, use the Revise feature and then update the product reference.

Correct Answer: D

QUESTION 2

Which records are included in the Sales Pipeline report by default?

- A. Leads with a status of Open
- B. Leads with a status of Closed
- C. Opportunities with a status of Closed
- D. Opportunities with a status of Open

Correct Answer: D

QUESTION 3

You have a Microsoft Dynamics CRM instance that has sample data installed.

Which three items are default areas of the subject tree? Each correct answer presents part of the solution.(Choose Three)

- A. default subject
- B. service
- C. case
- D. issue
- E. query



Correct Answer: ABE

QUESTION 4

You are creating a contract from a Contract template. Which three items are valid allocation units?(Choose Three)

- A. Coverage dates
- B. Service level agreement
- C. Time
- D. Code
- E. Number of cases
- F. Region

Correct Answer: ABE

QUESTION 5

You plan to add an existing product as an additional line item to an active order. Which statement is true?

- A. The updated total amount is displayed only after you click the Recalculate button.
- B. The updated total amount is automatically re-calculated and displayed.
- C. You cannot add additional items to an active order.
- D. The updated total amount is displayed only after you click the Save button.

Correct Answer: AD

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