MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You create a personal view.

You need to ensure that both you and a coworker can use the view. What are two possible ways to achieve the goal? Each correct answer presents a complete solution.

A. Email the Fetch xml file.

B. Share the view.

C. Email a link from the Advanced Find ribbon.

D. Assign the view.

Correct Answer: BD

QUESTION 2

The Base currency for your Dynamics CRM organization is US dollars.

You have an order that has a transaction currency in euros.

You need to identify which events will cause the exchange rate for the order to be recalculated. Whit h two events should you identity? Each correct answer presents a complete solution.

A. The currency of the order record is updated.

B. The exchange rates are updated in CRM.

C. The order record is opened.

D. The record state of the order record changes.

Correct Answer: AD

QUESTION 3

You have lead that has an open phone call activity. You qualify the load.

You need to identify what occurs to the open phone call.

What should you identify?

A. The activity is canceled.

B. The Regarding field of the activity is changed to the opportunity.

C. The activity is completed

D. The activity is displayed on the opportunity record.

Correct Answer: D

QUESTION 4

You need to create a quarterly goal to measure completed phone calls regarding open opportunities. Which three components should you use? Each correct answer presents part of the solution.

A. a calculated field

B. a goal metric that has the Amount metric type

C. a rollup field

D. a rollup query

E. a goal metric that has the Count metric type

Correct Answer: CDE

QUESTION 5

You Have a quote named Quote1 that is sent to a customer. The customer approves the quote. You generate an order from Quote 1 You need to identify the status of the order. What should you identity?

A. Invoiced

B. Ready

C. Draft

D. Canceled

E. Acti e

Correct Answer: E

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