MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You have a Dynamic CRM organization that has more than 700 active goals. At the end of each year, your company reevaluates each goal. You need to identify which value of the goals must be configured manually. Which value should you identity?

A. Actual

B. target

C. Rollup Query - Actual

D. In-Progress

E. Rollup Query - In Process

Correct Answer: B

QUESTION 2

You have B Dynamics CRM organization that uses Microsoft Social Engagement You need to analyze the sales pipeline and the Social sentiment to watch for social trends that affect sales. What should you do?

A. Configure a link to CRM in Microsoft Social Engagement, and then build an interactive dashboard.

B. Build a dashboard that has a chart for the pipeline and a widget from Microsoft Social Engagement.

C. Build a multi-stream dashboard that has a global filter.

D. Configure a link to CRM in Microsoft Social Engagement, and then build a personal view.

Correct Answer: B

QUESTION 3

You work for a hotel chain.

You integrate Dynamics CRM and Microsoft Social Engagement.

You need to identify which sources are available for Microsoft Social Engagement. What are two possible sources? Each correct answer presents a complete solution.

A. Twitter

B. Facebook

C. Trip Advisor

D. Instagram

Correct Answer: AB

QUESTION 4

You manager needs to view a collection of data records and a chart of the data records simultaneously. What should you instruct the manager to do?

A. Define a view and add a chart

B. Export the Fetch XML. and then import a chart.

C. Run the Report Wizard.

D. Create a personal report.

Correct Answer: C

QUESTION 5

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

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