MB2-713 Q&As

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

Your company wants to capture Dynamics CRM-related notes in Microsoft OneNote.

You need to configure integration between OneNote and CRM.

What should you configure before you can configure OneNote integration?

A. Microsoft Yammer integration

B. server-based Microsoft SharePoint integration

C. Microsoft Social Engagement

D. Microsoft Office 365 Groups

Correct Answer: B

QUESTION 2

Your company uses Dynamics CRM Online.

You need to provide Dynamics CRM users with the ability to collaborate on CRM data, meetings, and notes with users who do not have a CRM account.

Which two actions should you perform? Each correct answer presents part of the solution,

A. Install the Microsoft Office 365 Groups solution.

B. Create a Microsoft SharePoint document library.

C. Enable integration with Microsoft OneDrive for Business.

D. Configure Microsoft SharePoint server-based integration.

E. Configure the Microsoft Office 365 Group Settings

Correct Answer: AE

QUESTION 3

You have a quote named Quote1 that was activated and presented to a customer You plan to take a long leave of absence. In your absence, a user named User2 will take ownership of Quo: You need to transfer ownership of Quote1 to

User2.

What should you do?

A. Click Assign and select User2

B. Click Close and instruct User2 to create a new quote.

C. Click Share and select User2

D. Click Email a Link and select User2

Correct Answer: A

QUESTION 4

Your company plans to deploy Dynamics CRM.

In the previous sales database, you did not track products

Members of the management team are evaluating whether to use the product catalog in the CRM organization. You need to identify which enhancements to the sales flow can be achieved by using the product catalog. What are two possible

enhancements that you can identity? Each correct answer presents a complete solution.

A. inventory management integration

B. automated sales pipeline velocity tracking

C. automated revenue calculation

D. automated quotes, orders, and invoicing

Correct Answer: CD

QUESTION 5

You have a Dynamics CHM organization that uses folder tracking. You have a folder named Customers that is currently being tracked- Customers contains a folder for The main contact named Contact1.

A new email message from Contact1 is delivered to your Inbox. You need to identity what will occur when you move the message to the Customer1 folder.

What should you identify?

A. An email activity will be created in CRM that has a connection to Customer1 and to Contact1

B. An email activity will be created in CRM that has a connection to Contact1 only.

C. An email activity will be created m CRM that has a connection To Customer1 only.

D. An email activity will be created in CRM that has the Set regarding field set to Contact1

E. An email activity will be created in CRM that has the Set regarding field Set to Customer1

Correct Answer: A

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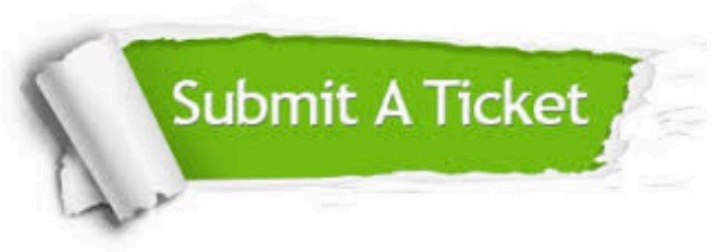

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