



# MB2-713<sup>Q&As</sup>

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 identify?

- A. Actual
- B. target
- C. Rollup Query - Actual
- D. In-Progress
- E. Rollup Query - In Process

Correct Answer: B

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**QUESTION 2**

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 identify? 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

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**QUESTION 3**

You need to create a goal that will show the previous seven days of activity. Which two actions should you perform? Each correct answer presents part of the solution.

- A. close the goal after seven days.
- B. Add a filter
- C. Set the Goal period as a Custom Period.



D. Add a rollup field.

E. Add a rollup query.

Correct Answer: AC

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#### QUESTION 4

Your Dynamics CRM organization uses Microsoft Yammer.

You plan to enable integration with Yammer to replace the default CRM activity feeds. You need to identify which security rights are required to enable the integration. Which two security rights should you identify? Each correct answer

presents part of the solution.

A. Dynamics CRM administrator

B. Dynamics CRM System Customizer

C. Yammeradministrator

D. Microsoft SharePointadministrator

E. Microsoft Office 365 administrator

Correct Answer: AC

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#### QUESTION 5

You have a Dynamics CRM organization that uses Microsoft OneNote integration. A user named User1 enters some information in a OneNote notebook for an account record named Account. User1 owns the record for Account 1.

You need to identify who can open the notebook for Account1 directly from OneNote.

Who should you identify?

A. all of the users who can view a notebook in CRM

B. only User1

C. all of the users who have Read access to Account1 in CRM

D. all of the users who can add notes to Account1 in CRM

Correct Answer: B

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