



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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**QUESTION 1**

You have an opportunity record.

When you attempt to increase the Estimate Revenue field, you discover that the field is locked.

You need to identify a possible cause of the issue.

What should you identify?

- A. The products in the opportunity are write-in products.
- B. The estimated revenue exceeds the budget amount.
- C. The opportunity contains conflicting currencies.
- D. The method of revenue is system-generated.

Correct Answer: D

QUESTION 2

You work for a company named >> Fabrikam, Inc.

Fabrikam is acquired by a company named Contoso, Ltd. Both companies have different fiscal year ends. The sales team at Fabrikam will be required to use a new fiscal year end at the end of the current quarter. The Dynamics CRM

administrator at Fabrikam updates the Fiscal Year Settings immediately. You need to ensure that reports on if>.- goals use the Fabrikam year and until the end of the quarter What should you do?

- A. Run the Align with Fiscal Period action immediately.
- B. Recalculate the goals.
- C. Run the Align with Fiscal Period action after the quarter ends.
- D. Create new goals for the old fiscal period.

Correct Answer: C

QUESTION 3

You have a recalled product that should no longer be sold.

You need to remove the Product from the available list of products and to prevent any sales from being processed for the product.

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

- A. Remove the product from the family hierarchy.



- B. Modify the open opportunities.
- C. Update the price list.
- D. Retire the product.
- E. Modify the validity date of the product.

Correct Answer: BD

QUESTION 4

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 5

You have an opportunity in Dynamics CRM

A coworker requests some information regarding the progress or the opportunity. The coworker does not have access to CRM. You need to send spa iii

What should you do first?

- A. Click Email a Link.
- B. Apply a Microsoft Word template.
- C. Add the coworker to the access team.
- D. Apply a Microsoft Excel template

Correct Answer: B



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