



# MB2-717<sup>Q&As</sup>

Microsoft Dynamics 365 for Sales exam

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**QUESTION 1**

You are creating Word Templates for a customer using Microsoft Dynamics 365.

The customer needs a Word Template for the account entity and wants to merge data records related to the account

Which related records can be included in the Word Templates?

- A. only records related in N:1 and N:N relationships
- B. only records related in N:1 and 1:N relationships
- C. records related in 1:N, N:1, and N:N relationships
- D. only records in an N:1 relationship

Correct Answer: A

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**QUESTION 2**

You are working with the default Opportunity form In Microsoft Dynamics 365.

Your sales manager has asked all sales staff to maintain best practices when managing sales and to enter as much information as possible. You need to be able to add additional records and activities to the Opportunity without leaving the

form.

What are two types of records you can add from within the Opportunity form? Each correct answer presents a complete solution.

- A. Invoices
- B. Credit Notes / Adjustment Notes
- C. Stakeholders
- D. Products

Correct Answer: AC

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**QUESTION 3**

You are using Microsoft Dynamics 365 to sell products in different currencies. The currency exchange rates are updated on a regular basis.

You need to anticipate the impact of the exchange rates on your analytics and KPIs.

What are all the circumstances in which the money fields are updated according to the current exchange rate in Microsoft Dynamics 365?



- A. When the exchange rate is updated, all active records with the changed currency are updated.
- B. It is updated any time the record is updated in any way.
- C. It is updated when the record is created, a money field is updated, or the status changes.
- D. When the currency is added to a record, the exchange rate is set until the currency field is changed.

Correct Answer: C

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#### QUESTION 4

You are a sales support specialist for a company that utilizes Microsoft Dynamics 365.

You are going through the many records of their current database and inputting this data into Microsoft Dynamics 365.

Which instance below would be created as an Opportunity record in Microsoft Dynamics 365?

- A. a person who calls into the company after receiving a mass mailing advertisement from your company
- B. a person who has prequalified for a mortgage and wants to utilize a real estate agent to look at property
- C. a person who signs a contract to purchase three cases of your product on a quarterly basis for 2 years r
- D. a list of people supplied by a marketing research firm that matches your target market

Correct Answer: D

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#### QUESTION 5

You are a sales executive for a sates organization. You are inputting data to create your Microsoft Dynamics 365 environment.

One of your customers is the purchasing manager at Contoso Ltd- and has been ordering from you for over two years after being referred by the VP of Operations of one of your current customers, Fabrikam.

You need to input the required records for this data.

Which three examples represent accurate record configurations? Each correct answer presents a complete solution.

- A. Create a lead record for Fabrikam.
- B. Create an account record for the purchasing manager at Contoso Ltd.
- C. Create a connection record for VP of Operations at Fabrikam.
- D. Create an account record for Contoso Ltd.
- E. Create a contact record for the purchasing manager at Contoso Ltd.

Correct Answer: ABD

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