MB2-717$^{Q\&As}$

Microsoft Dynamics 365 for Sales exam

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QUESTION 1

You have created a personal dashboard in Microsoft Dynamics 365, consisting of personal charts and personal views. You want your team members to be able to fully take advantage of your dashboard. How should you fully share the needed components with the individuals on your team?

A. Share only the views with the team.

B. Share the views with each team member individually.

C. Share the dashboard, views, and charts with the team.

D. Share the dashboard and charts with each team member individually.

Correct Answer: D

QUESTION 2

You are a sales executive for a sales organization that uses Microsoft Dynamics 365. You want to create your own personal views within Dynamics 365. How can you perform this task?

A. Use the Advanced Find tool to create personal views.

B. Use Global Search to create personal views.

C. Use the Quick Find tool to create personal views.

D. Use an Editable Grid to create personal views.

Correct Answer: B

QUESTION 3

You are a sales manager for a large company that is about to implement Microsoft Dynamics 365.

A company called Fabrikam. Inc. has three divisions within the company that purchase services from your firm.

You have created an account record for each of the three divisions and for Fabrikam. Inc.

and need to link the records.

How should you set up the records to properly link the record for Fabrikam, Inc. with its three divisions using Microsoft Dynamics 365 account management?

A. Fabrikam, Inc. is a Primary Contact

B. Fabrikam. Inc. is a Parent account.

C. Fabrikam. Inc. is a Parent Customer.

D. Fabrikam, Inc. is a Child account.

Correct Answer: B

QUESTION 4

As your company grows, you need a way to capture the relationship between the people that you know and the organizations they currently work for. How are these details tracked in a default configuration of Microsoft Dynamics 365?

A. Many accounts can be associated with many contacts.

B. Multiple company records can be selected on the company field inside contact records.

C. One account can be associated with many contacts.

D. One account can be associated with only one contact.

Correct Answer: A

QUESTION 5

You notice that all of your current customers are stored m Microsoft Dynamics 365 as Account records.

You need to create records for other organizations you work with to support your customers. These organizations represent vendors, partners, and distributors.

What record type should you use for these organizations?

A. Account

B. Prospect

C. Organization

D. Company

Correct Answer: A

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