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QUESTION 1

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

QUESTION 2

You are using Microsoft Dynamics 365 on your tablet You need to be able to edit the opportunity records using Editable Grids on the tablet What do you need to do to enable Editable Grids on your tablet for opportunities?

A. You need to enable Editable Grids under Settings in the tablet client.

B. You need to enable Editable Grids under Options in the web client

C. You need to ask your system administrator to enable Editable Grids for tablets.

D. You need to ask your system administrator to enable Editable Grids for tablets.

Correct Answer: A

QUESTION 3

After several weeks of negotiation with a customer, the customer decides to purchase ten

tor them.

You need to send a new quote to the customer while keeping records of the requested change. What should you do?

A. Revise the quote, activate, and send the new quote to the customer.

B. Close the quote as Lost. Create a new quote and send it to the customer.

C. Create a new Opportunity, and send a new quote to the customer.

D. Close the Opportunity as Lost create a new quote, and send it to the customer.

Correct Answer: A

QUESTION 4

You are a sales person for a large automobile dealership.

You created a lead within Microsoft Dynamics 365 for a potential customer who was interested in a current sales event at your dealership. The potential customer selected a new car but was unable to finance it due to bad credit The potential

customer has given up for the time being.

How should you modify the record to update it for this sales opportunity?

A. dose as Lost

B. dose as Won

C. dose as Disqualified

D. dose as Cancelled

Correct Answer: B

QUESTION 5

You have been hired to configure a new Microsoft Dynamics 365 implementation for a company. You need to create a business process flow that accommodates multiple work flows, based on a sen Which action will meet your need?

A. Add additional multiple linear business process flows.

B. Add stages to the linear business process flow.

C. Add branches to the business process flow.

D. Add multiple steps to the business process flow.

Correct Answer: A

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