

# Microsoft

## Exam MB2-713

### Microsoft Dynamics CRM 2016 Sales

Version: 7.0

[ Total Questions: 48 ]

**Question No : 1**

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

**Answer: A,B**

**Question No : 2**

Your manager needs to view a collection of data records and a chart of the data records simultaneously. What should you instruct the manager to do?

- A. Define a view and add a chart
- B. Export the Fetch XML. and then import a chart.
- C. Run the Report Wizard.
- D. Create a personal report.

**Answer: C**

**Question No : 3**

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****Answer: B****Question No : 4**

You have an existing customer named customer1.

You have a new add-on product for an existing product that you sell.

You want to offer the add-on product to a customer who has purchased the existing product already.

You need to track the sales initiative in Dynamics CRM.

What should you do?

- A. Update the original opportunity record.
- B. Create a new opportunity record for the new offering.
- C. Create a sub-account for the new offering.
- D. Reopen the original opportunity record.

**Answer: B****Question No : 5**

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.

**Answer: A,C****Question No : 6**

You have a Dynamics CRM organization that uses folder tracking.

You have a folder named Customers that is currently being tracked- Customers contains a folder for The main contact named Contact1.

A new email message from Contact1 is delivered to your Inbox.

You need to identify what will occur when you move the message to the Customer1 folder.

What should you identify?

- A. An email activity will be created in CRM that has a connection to Customer1 and to Contact1
- B. An email activity will be created in CRM that has a connection to Contact1 only.
- C. An email activity will be created in CRM that has a connection to Customer1 only.
- D. An email activity will be created in CRM that has the Set regarding field set to Contact1
- E. An email activity will be created in CRM that has the Set regarding field set to Customer1

**Answer: D**

**Question No : 7**

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.

**Answer: C**