



# MB2-700<sup>Q&As</sup>

Microsoft Dynamics CRM 2013 Applications

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#### QUESTION 1

When creating a Lead, which type of information can you enter on the Main Lead form?

- A. Goals
- B. Competitors
- C. Additional addresses
- D. Products

Correct Answer: B

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#### QUESTION 2

To which entity type can you convert an Activity record?

- A. Case
- B. Account
- C. Quote
- D. Contact

Correct Answer: A

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#### QUESTION 3

Which business is an example of a complex service schedule business?

- A. A hospital emergency room
- B. An attorney
- C. A lawn care service
- D. Personal services such as barber shops or salons

Correct Answer: A

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#### QUESTION 4

Which two Microsoft Dynamics CRM entities are enabled for queue routing by default? (Choose TWO)

- A. Case
- B. Contact



C. Activity

D. Lead

E. Account

Correct Answer: AC

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#### QUESTION 5

Which entity must you add to an Opportunity record before you can add products to the record?

A. Contacts

B. Price List

C. Exchange Rate

D. Write-in Product

Correct Answer: B

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