



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

Microsoft Dynamics CRM 2013 Applications

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### QUESTION 1

You review an Opportunity with a customer. You use price lists to show the customer two options for a sale.

You need to present the two different price options to the customer in writing and maintain an association with the original Opportunity.

What should you do?

- A. Create two separate Quote records for the Opportunity, one for each price list and activate both Quote records.
- B. Create a Quote from the Opportunity by using the price list from the Opportunity. Create a separate Quote outside of the Opportunity that references the second price list.
- C. Create a report by using the Report Wizard to bring in quote information for this Opportunity.
- D. Create a new Opportunity, add all the same products, add the other price list and then create the second Quote.

Correct Answer: A

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### QUESTION 2

You use Microsoft Dynamics CRM Goal Management to define sales goals over a period of time.

You need to track actual and in-progress values for sales.

Which goal metric should you configure?

- A. Amount Data Type
- B. Rollup Fields
- C. Metric Type
- D. Fiscal Periods

Correct Answer: D

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### QUESTION 3

You have a Contract that has a status value of Active.

One of the contract lines references an incorrect product.

You need to correct the contract line.

What should you do?



- A. Open the contract line and replace the value in the Product field with the correct product.
- B. Delete the contract line. Add a new contract line that has the correct product.
- C. On the active contract, add a new contract line that has the correct product. Cancel the contract line that has the incorrect product referenced.
- D. Copy the active contract, In the newly created draft contract, update the Product field for the affected contract line. Activate the new contract and then cancel the invoiced contract.

Correct Answer: C

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#### QUESTION 4

What is the purpose of unit groups?

- A. Unit groups are used to define the measurements in which a product is purchased or sold.
- B. Unit groups are used to create price lists for each site.
- C. Unit groups are used to group items with similar characteristics within the product catalog.
- D. Unit groups are used to create a sub-list to hold supplementary items within the product catalog.

Correct Answer: A

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#### QUESTION 5

A user creates a Lead and converts it to an Opportunity. The user provides several Quotes to the customer. The Opportunity is won. The user now creates an Order from the Quote by using the Create Order process.

On the Create Order dialog box, which action is the user able to perform?

- A. Fulfill the order.
- B. Specify a ship-to address.
- C. Close the originating Opportunity.
- D. Add additional write-in Products.

Correct Answer: C



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