



MB2-700^{Q&As}

Microsoft Dynamics CRM 2013 Applications

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QUESTION 1

You have a sales goal for a salesperson that includes all of the salesperson's opportunities for the current fiscal year. You need to modify the sales goal to include opportunities only in a particular city for the upcoming six-month period. How should you modify the goal?

- A. Create a rollup query that filters the customer list based on the customer's city and the new timeframe. Associate this rollup query with the Goal record.
- B. Create a rollup query that filters the customer list based on the customer's city. Associate this rollup query with the Goal record. Change the time period for the Goal record.
- C. Update the Rollup field on the Goal record.
- D. Deactivate the existing Goal record and then create a new Goal record. Create a new goal metric with the filter for the customer's city and the new timeframe. Then, change the Goal Metric field on the Goal record to the new goal metric.
- E. Create a new goal metric with the filter for the customer's city and the new timeframe. Then, change the Goal Metric field on the Goal record to the new goal metric.

Correct Answer: B

QUESTION 2

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

QUESTION 3

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

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

QUESTION 5

What role do keywords play in the Knowledge Base?

- A. Keywords are only used to manage the Knowledge Base.
- B. Keywords relate similar cases to each other
- C. Keywords are used to search for articles.
- D. Keywords define the subject tree.

Correct Answer: C

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