



MB2-713^{Q&As}

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You have Dynamics CRM organization that has 50,000 contacts in regions around the world. Your job is to review the records of the contacts from three regions. The contacts in the three regions are managed by different account managers.

You work with only one of the regions per day, updating the address information of the contacts in that region.

You need to view only the contacts from a specific region.

What should you do?

- A. Follow the contact records.
- B. Add access teams.
- C. Create a dashboard.
- D. Create personal views.

Correct Answer: D

QUESTION 2

Your product line is expanding rapidly and you sale representatives often are unfamiliar with the full of list of applicable products for a customer. As such, your sales team often misses chance to upsell and sell related accessories. You identify

what you can add to the product catalog to support upselling and cross-selling.

What should you identify?

- A. a product discount list
- B. a product kit
- C. a product bundle
- D. a product family
- E. a unit group

Correct Answer: C

QUESTION 3

You have a quote named Quote1 that was activated and presented to a customer You plan to take a long leave of absence. In your absence, a user named User2 will take ownership of Quo: You need to transfer ownership of Quote1 to

User2.



What should you do?

- A. Click Assign and select User2
- B. Click Close and instruct User2 to create a new quote.
- C. Click Share and select User2
- D. Click Email a Link and select User2

Correct Answer: A

QUESTION 4

You have two opportunities named Opp1 and Opp2 that created to a customer. The customer request a single quote that contains the line items from both opportunities. From Opp1, you generate a new quote that contains all of the line items

in Opp1. You need to add the line items in Opp2 to the quote.

What should you did?

- A. From Opp2, Click Assign
- B. From Opp2, Click New Quote
- C. From the quote, Click Get Products
- D. From the quote, associate the quote to Opp2

Correct Answer: C

QUESTION 5

You need to identify which type of object can be associated to sales territories. Which type of object should you identity?

- A. Opportunities
- B. Users
- C. Leads
- D. Facilities
- E. Teams

Correct Answer: B



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