



# MB2-713<sup>Q&As</sup>

Microsoft Dynamics CRM 2016 Sales

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### QUESTION 1

Your Dynamics CRM organization uses Microsoft Yammer.

You plan to enable integration with Yammer to replace the default CRM activity feeds. You need to identify which security rights are required to enable the integration. Which two security rights should you identify? Each correct answer

presents part of the solution.

- A. Dynamics CRM administrator
- B. Dynamics CRM System Customizer
- C. Yammer administrator
- D. Microsoft SharePoint administrator
- E. Microsoft Office 365 administrator

Correct Answer: AC

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### QUESTION 2

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.

Correct Answer: C

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### QUESTION 3

You have a 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

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#### QUESTION 4

You qualify a lead for a business account.

After several conversations with the business contact you discover that the business used a different vendor.

Which record should you deactivate?

- A. opportunity
- B. lead
- C. contact
- D. account

Correct Answer: C

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#### QUESTION 5

Your company plans to deploy Dynamics CRM.

In the previous sales database, you did not track products

Members of the management team are evaluating whether to use the product catalog in the CRM organization. You need to identify which enhancements to the sales flow can be achieved by using the product catalog. What are two possible

enhancements that you can identify? Each correct answer presents a complete solution.

- A. inventory management integration
- B. automated sales pipeline velocity tracking
- C. automated revenue calculation
- D. automated quotes, orders, and invoicing

Correct Answer: CD

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