MB2-713$^{Q\&As}$

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

You Open the My Open Opportunities view,

You need to export the data in the view, and then to reimport the data so that the existing records are updated.

What should you do?

A. Export the data as a dynamic Pivot Fable.

B. Export the data as a Static worksheet.

C. Export the data and select the Make available for re-import option.

D. Export the data as a dynamic worksheet

Correct Answer: B

QUESTION 2

Your company wants to capture Dynamics CRM-related notes in Microsoft OneNote.

You need to configure integration between OneNote and CRM.

What should you configure before you can configure OneNote integration?

A. Microsoft Yammer integration

B. server-based Microsoft SharePoint integration

C. Microsoft Social Engagement

D. Microsoft Office 365 Groups

Correct Answer: B

QUESTION 3

You have an opportunity in Dynamics CRM

A coworker requests some information regarding the progress or the opportunity. The coworker does not have access to CRM. You need to send spa iii

What should you do first?

A. Click Email a Link.

B. Apply a Microsoft Word template.

C. Add the coworker to the access team.

D. Apply a Microsoft Excel template

Correct Answer: B

QUESTION 4

You work for a hotel chain.

You integrate Dynamics CRM and Microsoft Social Engagement.

You need to identify which sources are available for Microsoft Social Engagement. What are two possible sources? Each correct answer presents a complete solution.

A. Twitter

B. Facebook

C. Trip Advisor

D. Instagram

Correct Answer: AB

QUESTION 5

You need to create a quarterly goal to measure completed phone calls regarding open opportunities. Which three components should you use? Each correct answer presents part of the solution.

A. a calculated field

B. a goal metric that has the Amount metric type

C. a rollup field

D. a rollup query

E. a goal metric that has the Count metric type

Correct Answer: CDE

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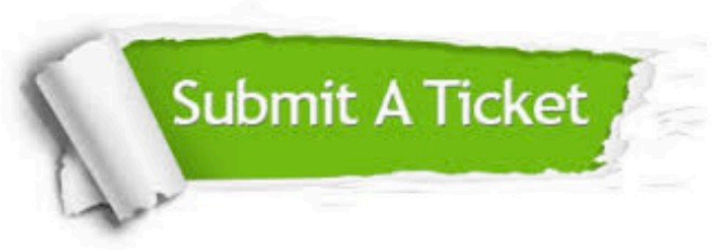

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