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QUESTION 1

Your company uses Dynamics CRM Online.

You need to provide Dynamics CRM users with the ability to collaborate on CRM data, meetings, and notes with users who do not have a CRM account.

Which two actions should you perform? Each correct answer presents part of the solution,

A. Install the Microsoft Office 365 Groups solution.

B. Create a Microsoft SharePoint document library.

C. Enable integration with Microsoft OneDrive for Business.

D. Configure Microsoft SharePoint server-based integration.

E. Configure the Microsoft Office 365 Group Settings

Correct Answer: AE

QUESTION 2

Yon have a Dynamics CRM organization, You have account records for three companies named Company1. Subsidiary 1, and Subsidiary2. Subsidiary 1 has Company1 as a parent account. Subsidiary2 has Subsidiary1 as a parent account.

Subsidiary2 has an open opportunity of $S0O,0OO. There are no other open opportunities of the three companies. You need to identify what open revenue will be displayed for the companies when you view the hierarchy.

What should you identify?

A. Company1:S5OO.000 Subsidiary1: $0 Subsidiary2:S50O.0OO

B. Company1: $O Subsidiary1: SO Subsidiary2:$500,000

C. Company1: $500,000 Subsidiary1:$500.000 Subsidiary2:$500,000

D. Company1: $O Subsidiary1:$500.000 Subsidiary1:$500.000

Correct Answer: C

QUESTION 3

Youwork 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 quartet What should you do?

A. Run the Align with Fiscal Period action immediately.

B. Recalculate the goals.

C. Run the Align w.th Fiscal Period action after the quarter ends.

D. Create new goals for the old fiscal period.

Correct Answer: C

QUESTION 4

You manager needs to view a collection of data records and a chart of the data records simultaneously. What should you instruct the manager to do?

A. Define a view and add a chart

B. Export the Fetch XML. and then import a chart.

C. Run the Report Wizard.

D. Create a personal report.

Correct Answer: C

QUESTION 5

You have a Dynamics CHM organization that uses folder tracking. You have a folder named Customers that is currently being tracked- Customers contains a folder for The main contact named Contact1.

A new email message from Contact1 is delivered to your Inbox. You need to identity what will occur when you move the message to the Customer1 folder.

What should you identify?

A. An email activity will be created in CRM that has a connection to Customer1 and to Contact1

B. An email activity will be created in CRM that has a connection to Contact1 only.

C. An email activity will be created m CRM that has a connection To Customer1 only.

D. An email activity will be created in CRM that has the Set regarding field set to Contact1

E. An email activity will be created in CRM that has the Set regarding field Set to Customer1

Correct Answer: A

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