



# MB2-717<sup>Q&As</sup>

Microsoft Dynamics 365 for Sales exam





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### QUESTION 1

You are setting up a Product Catalog in Microsoft Dynamics 365 that has a series of products that have similar properties. When added to an Opportunity, the user should be required to make selections on these properties for the products. How should you set this up?

- A. For each of the products, add the Product Properties.
- B. Create a Price List add the Product Properties to the Price List and add the Products as price list items.
- C. Create the Products, then create the Product Family, add the Product Properties to the family, and add the products to the family.
- D. Create the Product Family, add the Product Properties, create the Products, and add the Family Hierarchy in the process.

Correct Answer: C

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### QUESTION 2

You are working on a sales opportunity for a maintenance company. You learn that the company has a new COO.

You need to quickly add this new person to the opportunity.

Which form should you use to capture this information in relationship to the opportunity?

- A. Quick Create Activity form
- B. Quick Create Campaign Response form
- C. Quick Create Lead form
- D. Quick Create Contact form

Correct Answer: B

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### QUESTION 3

You are the project manager for a Microsoft Dynamics 365 implementation and are training the company sales staff. All staff members use laptops with the Microsoft Office Suite fully installed.

How can sales staff access and use Dynamics 365 when they are traveling outside of the office? Each correct answer presents a

complete solution.

- A. They can use Microsoft Outlook.
- B. They can use any web browser.
- C. They can gain online access by using the Azure portal.



D. They can use Skype for Business.

Correct Answer: BC

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#### QUESTION 4

You are using Price Lists specific to campaigns.

A campaign has recently ended, and you deactivated the associated Price List

How are Opportunities, Quotes, and Orders with the campaign-specific price list affected by the deactivation?

- A. Those that already have the deactivated Price List can continue to use the Price List as normal.
- B. They will need to be manually updated with new the Price List when applicable.
- C. Only Opportunities can continue to work with a deactivated Price List. Quotes and Orders require an active Price List
- D. Orders require an active Price List All other types can continue to work if the Price List was added prior to deactivation.

Correct Answer: D

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#### QUESTION 5

An organization uses goals in Microsoft Dynamics 365 to track sales via opportunities on existing customers.

Customers are grouped into "standard" and "VIP" categories. You need to create goals that only calculate sales on each account flagged as a "VIP" customer.

Which approach should you take?

- A. Create a rollup query on the account entity, and add a query that only includes accounts flagged as VIP.
- B. Create a rollup query on the opportunity, and add a query that only includes opportunities related to accounts flagged as VIP.
- C. Create a goal metric and specify it to only calculate revenue from accounts flagged as VIP.
- D. Create a rollup field, and set it to only include opportunities related to active accounts flagged as VIP.

Correct Answer: C

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