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Microsoft Dynamics 365 for Sales exam

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QUESTION 1

You are working in the Sales module of Microsoft Dynamics 365.

Your manager has asked you to provide a report of Sales Pipeline as quickly as possible.

What is the quickest way to provide your manager with the report?

A. Use one of the built-in reports in Microsoft Dynamics 365.

B. Create an Advanced Find query of your opportunities, sorted by client.

C. Create a Static Worksheet and export to Excel.

D. Create a Dynamic Worksheet and export to Excel.

Correct Answer: B

QUESTION 2

You are a sales executive for a sales organization that uses Microsoft Dynamics 365. You want to create your own personal views within Dynamics 365. How can you perform this task?

A. Use the Advanced Find tool to create personal views.

B. Use Global Search to create personal views.

C. Use the Quick Find tool to create personal views.

D. Use an Editable Grid to create personal views.

Correct Answer: B

QUESTION 3

You have been working with a potential customer for some company.

You need to disqualify the lead in Microsoft Dynamics 365.

time and learn that they are purchasing the product from another

When disqualifying the lead, which option should you select?

A. Disqualify > Lost to competitor

B. Disqualify > Lost

C. Disqualify

D. Disqualify > Reject Lead

Correct Answer: C

QUESTION 4

You are using Opportunities and Quotes to manage your sales process in Microsoft Dynamics 365.

A customer requests quotes tor the same set of products, but from two different price lists for comparison.

What should you do in order to respond to this customer\\'s request?

A. Create two Opportunities with different price lists. Then create one Quote from each of the Opportunities.

B. Create one Opportunity with one Quote. Then, have the customer review the quote Before creating another.

C. Create one Opportunity with one Quote. Then, revise the Quote and add the other price list to the Quote-

D. Create two Quotes from the same Opportunity. Then, switch the price list on one of the Quotes.

Correct Answer: B

QUESTION 5

You want to review the status of the sales opportunities you have been working on for the past three months.

Which three system views allow you to review Won and Lost opportunities in Microsoft Dynamics 365? Each correct answer presents a complete solution.

A. Closed Opportunities

B. All Opportunities

C. Top Open Opportunities

D. My Open Opportunities

E. Lost Opportunities

Correct Answer: AD

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