



MB2-717^{Q&As}

Microsoft Dynamics 365 for Sales exam

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QUESTION 1

Your sales manager has asked you to take over management of a sale for a customer that was managed by a previous employee.

You want to make sure everyone who views the Opportunity has full visibility to everything that has happened with the sale to this point and allow other staff to see that you are now managing the sale.

How can you meet these needs in Microsoft Dynamics 365?

- A. Email the new management information to everyone in the company.
- B. Delete the Opportunity and recreate it.
- C. Assign the record to yourself.
- D. Assign the record to a team.

Correct Answer: D

QUESTION 2

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

A customer requests quotes for 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 3

You are a support specialist in charge of managing a product catalog within Microsoft Dynamics 365 for your company. You are asked to configure Microsoft Dynamics 365 so that management can analyze sales trends by product category. How should you meet this requirement?

- A. Create multiple product relationships.
- B. Create multiple product families.
- C. Create multiple product bundles.
- D. Create multiple product catalogs.



Correct Answer: A

QUESTION 4

You are working with an organization that has extended its reporting in Microsoft Dynamics 365 with Power BI. The organization wants to use the Power BI dashboards and tiles inside Dynamics 365. Which two options are available? Each correct answer presents a complete solution.

- A. Once Power BI is enabled for the organization, a complete Power BI Dashboard can be added as a personal dashboard.
- B. Once Power BI is enabled for the organization, a Power BI tile can be added to a personal dashboard.
- C. A System Administrator can add a Power BI Dashboard in Microsoft Dynamics 365 on a system dashboard.
- D. A System Administrator can add a Power BI tile in Microsoft Dynamics 365 on a system dashboard.

Correct Answer: BD

QUESTION 5

You need to be able to export your data to Excel, edit in Excel, and then, once the edits are completed, update the records in Microsoft Dynamics 365 with your changes. Which two options require Microsoft Dynamics 365 for Outlook to refresh the data in Microsoft Dynamics 365? Each correct answer presents a complete solution.

- A. Export to Static Worksheet
- B. Export to Excel Online
- C. Export to Dynamic Pivot Table
- D. Export to Dynamic Worksheet

Correct Answer: A

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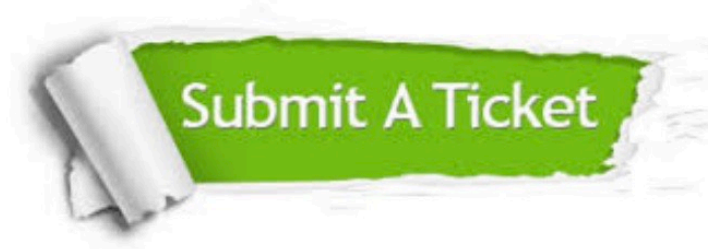
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