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2017 Jan. New MB2-713: Microsoft Dynamics CRM 2016 Sales Exam Questions Updated Today! Free Instant Download [MB2-713 Exam Dumps \(PDF & VCE\) 55Q&As](#) from [www.Braindump2go.com](#) Toay! **100% Real Exam Questions! 100% Exam Pass Guaranteed!** 1. | 2017 Jan. New MB2-713 Exam Dumps (PDF & VCE) 55Q&As Download: <http://www.braindump2go.com/mb2-713.html> 2. | 2017 Jan. New MB2-713 Exam Questions & Answers: <https://1drv.ms/f/s!AvI7wzKf6QBjgXuDO-jY93E8wFtT> QUESTION 31 You have an opportunity that has three open activities. The opportunity record and the activity records are owned by a user named User1. User 1 assigns the opportunity to a user named You need to identify what occurs to the ownership of the records. What should you identify? A. User1 remains the owner of the opportunity and the activities. B. User1 remains the owner of the opportunity. Users2 becomes the owner of the activities. C. User2 becomes the owner of the opportunity and the activities. D. User2 becomes the owner of the opportunity. User1 remains the owner of the activities Answer: C QUESTION 32 You have 20 sales representatives who each has a monthly goal that measures the number of phone calls made to their 10 key customers. The managers of the sale representatives want you to add parent goals that track this activity over the next three weeks for an internal competition. You need to use a parent goal to track the team score, and child goals to track the individual scores. Which two of configurations should you perform? Each correct answer presents part of the solution. A. new child goals that all use the same rollup queries. B. Change the parent goal of each child goal. C. Create a parent goal that has a custom period of three weeks from today D. Change the manager of each child goal E. Change the goal manager of each child goat. Answer: BC QUESTION 33 You have B Dynamics CRM organization that uses Microsoft Social Engagement You need to analyze the sales pipeline and the Social sentiment to watch for social trends that affect sales. What should you do? A. Configure a link to CRM in Microsoft Social Engagement, and then build an interactive dashboard. B. Build a dashboard that has a chart for the pipeline and a widget from Microsoft Social Engagement. C. Build a multi-stream dashboard that has a global filter. D. Configure a link to CRM in Microsoft Social Engagement, and then build a personal view. Answer: B QUESTION 34 You have Dynamics CRM organization that has 50,000 contacts in regions around the world. Your job is to review the records of the contacts from three regions. The contacts in the three regions are managed by different account managers. You work with only one of the regions per day, updating the address information of the contacts in that region. You need to view only the contacts from a specific region. What should you do? A. Follow the contact records. B. Add access teams. C. Create a dashboard. D. Create personal views. Answer: D QUESTION 35 For a Customer an invoice named Inv1 is created automatically from an order named Ord1. The customer asks you to add a Hat delivery charge as a line item to the invoice. You do not have a delivery charge in the product catalog. You need to add the delivery charge as a line in the invoice. What should you click first? A. Get Products B. Write-in Product C. Use Current Pricing D. Recalculate Answer: C QUESTION 36 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 Answer: AB QUESTION 37 You Have a quote named Quote1 that is sent to a customer. The customer approves the quote. You generate an order from Quote 1. You need to identify the status of the order. What should you identify? A. Invoiced B. Ready C. Draft D. Canceled E. Active Answer: E QUESTION 38 You work 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 quarter 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. Answer: C QUESTION 39 Your company wants to integrate the Microsoft Yammer enterprise subscription and the Dynamics CRM organization. The managers at the company are concerned about potential data from CRM being visible to users who do not have a CRM account. They want to limit which user can see post in CRM. In Yammer, you can create a private group named CRM Posts, and you connect CRM to the CRM Posts group. Users report that they fail to see posts in Yammer that are created in CRM. You need to identify what prevents the users from seeing the posts What should you identify? A. The users are not added to the CRM Posts group in Yammer. B. The posts are not being shared with the team of the users C. The security role assigned to the users does not provide access to yammer posts D. The users are not following any records. Answer: B QUESTION 40 The Base currency for your Dynamics CRM organization is US dollars. You have an order that has a transaction currency in euros. You need to identify which events will cause the exchange rate for the order to be recalculated. What h two events should you identify? Each correct answer presents a complete solution. A. The

currency of the order record is updated.B. The exchange rates are updated in CRM.C. The order record is opened.D. The record state of the order record changes. Answer: CD **!!! RECOMMEND !!!** 1.Braindump2go|2017 Jan. New MB2-713 Exam Dumps (PDF & VCE) 55Q&As Download:<http://www.braindump2go.com/mb2-713.html> 2.Braindump2go|2017 Jan. New MB2-713 Study Guide: YouTube Video: [YouTube.com/watch?v=Au7KkQ-ERQM](https://www.youtube.com/watch?v=Au7KkQ-ERQM)