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2016 Latest Microsoft MB2-700 Exam Questions and MB2-700 Exam Dumps 105q Updated by Braindump2go!Exam Code: MB2-700 Exam Name: Microsoft Dynamics CRM 2013 Applications Certification Provider: Microsoft Corresponding Certification: MSS: Dynamics CRM 2013 **2016 New Microsoft MB2-700 Study Guides:**1.Manage service cases2.Manage the knowledge base 3.Manage queues and contracts4.Manage service scheduling5.Manage leads and opportunities6.Manage sales7.Manage analysis and reporting features New Added Microsoft MB2-700 Exam Questions and Answers: QUESTIONA user creates a Lead and converts it to an Opportunity. The user provides several Quotes to the customer. The Opportunity is won. The user now creates an Order from the Quote by using the Create Order process.On the Create Order dialog box, which action is the user able to perform? A. Fulfill the order.B. Specify a ship-to address.C. Close the originating Opportunity.D. Add additional write-in Products. Answer: C QUESTIONUser1 is the owner of the Specialists team. User2 adds a case that she owns to the Specialists team's queue. Who now owns the case? A. The Specialists teamB. The owner of the Specialist team's queueC. User1D. User2 Answer: D QUESTIONWhich two statements about queues are true?(Choose TWO) A. Queues allow users to remove themselves from responsibility for an item by using the Remove button.B. Queues allow users to process items that they do not own.C. You can delete a queue item without deleting the record for which the queue item was created.D. Queues allow users to see multiple record types that require action in one list. Answer: BC QUESTIONFor which two entities does Microsoft Dynamics CRM create a default queue when the entity is created?(Choose TWO) A. OpportunitiesB. ActivitiesC. CasesD. UsersE. Teams Answer: DE QUESTIONA new Contract template has been assigned an incorrect Allocation Type.You need to ensure that the correct Allocation Type is assigned to the template.Which action will achieve the goal? A. Unpublish the template and then make the required changes.B. Use the Copy Template menu item to create a new Contract template. Edit the new template to use the correct Allocation Type. Delete the original template.C. Deactivate the Contract template and then create a new Contract template that uses the correct Allocation Type.D. Create a new Contract template that uses the correct Allocation Type. Answer: D QUESTION Which characteristic of a contract template governs how many cases a customer is allowedto have against a contract? A. allotment typeB. contract allotmentC. billing frequencyD. calendar Answer: A QUESTIONWhich action is possible directly from the All Contracts view? A. Delete an active contract by using the Delete button.B. Delete a canceled contract by using the Delete button. C. Set an on-hold contract to Active by using the Release Contract button.D. Set an on-hold contract to Active by using the Activate button. Answer: D QUESTIONWhich list shows a correct contract life cycle? A. 1. Draft2. Active3. Invoiced4. On Hold 5. ExpiredB. 1. Draft2. Invoiced3. Active4. On Hold5. Active6. ExpiredC. 1. Draft2. Invoiced3. Active4. On Hold5. CanceledD. 1. Invoiced2. Draft3. Active4. On Hold5. Active6. Canceled Answer: B QUESTIONWhich of the following statements about marketing lists are true? (Choose all that apply.) A. Static marketing lists cannot be locked.B. You can copy a dynamic marketing list to a static marketing list.C. One dynamic marketing list can contain accounts, contacts, and leads.D. You can add members to a static marketing list by using an Advanced Find query.E. You can remove members from a dynamic marketing list by using an Advanced Find query. Answer: DB QUESTIONYou need to schedule a phone call to a group of Accounts and Contacts, followed three days later by an email message. What should you do? A. Create one quick campaign.B. Create two quick campaigns.C. Create one campaign with one marketing list.D. Create one campaign with two marketing lists. Answer: D 2016 New Microsoft MB2-700 Dumps PDF and MB2-700 VCE Dumps 105q: http://www.braindump2go.com/mb2-700.html

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