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<https://1drv.ms/f/s!AvI7wzKf6QBjgXuDO-jY93E8wFtT> QUESTION 21Your company plans to deploy Dynamics CRM.In the previous sales database, you did not track productsMembers of the management team are evaluating whether to use the product catalog in the CRM organization. You need to identify which enhancements to the sales flow can be achieved by using the product catalog. What are two possible enhancements that you can identity? Each correct answer presents a complete solution. A. inventory management integrationB. automated sales pipeline velocity trackingC. automated revenue calculationD. automated quotes, orders, and invoicing Answer: CD QUESTION 22You have an opportunity record.When you attempt to increase the Estimate Revenue field, you discover that the field is locked.You need to identify a possible cause of the issue.What should you identify? A. The products in the opportunity are write-in products.B. The estimated revenue exceeds the budget amount.C. The opportunity contains conflicting currencies.D. The method of revenue is system-generated. Answer: D QUESTION 23You are reviewing the sales pipeline of your Dynamics CRM organization. You need to identify which type of data is contained in the sales pipeline. What should you identify? A. the combined estimated revenue of all active quotes B. the combined estimated revenue of all open leadsC. the combined estimated revenue of all open opportunitiesD. the combined estimated revenue of all open orders Answer: C QUESTION 24You have a Dynamics CHM organization that uses folder tracking.You have a folder named Customers that is currently being tracked-Customers contains a folder for The main contact named Contact1.A new email message from Contact1 is delivered to your Inbox.You need to identity what will occur when you move the message to the Customer1 folder. What should you identify? A. An email activity will be created in CRM that has a connection to Customer1 and to Contact1B. An email act.v.Ty will be created in CRM that has a connection to Contact1 only.C. An email activity will be created m CRM that has a connection To Customer1 only. D. An email activity will be created in CRM that has the Set regarding field set to Contact1 E. An email activity will be created in CRM rhat has the Set regarding field Set to Customer1 Answer: QUESTION 25You need to create a goal that will show the previous seven days of activity.Which two actions should you perform? Each correct answer presents part of the solution. A. close the goal after seven days.B. Add a filterC. Set the Goal period as a Custom Period.D. Add a rollup field.E. Add a rollup query. Answer: AC QUESTION 26You Open the My Open Opportunities view,You need to export the data in the view, and then to reimport the data so that the existing records are updated.What should you do? A. Export the data as a dynamic Pivot Fable.B. Export the data as a Static worksheet.C. Export the data and select the Make available for re-import option.D. Export the data as a dynamic worksheet Answer: B QUESTION 27Your product line is expanding rapidly and you sale representatives often are unfamiliar with the full of list of applicable products for a customer. As such, your sales team often misses chance to upsell and sell related accessories. You identify what you can add to the product catalog to support upselling and cross-selling.What should you identify? A. a product discount listB. a product kitC. a product bundleD. a product family E. a unit group Answer: C QUESTION 28You have an existing customer named customer1.You have a new add-on product for an existing product that you sell.You want to offer the add-on product to a customer who has purchased the existing product already. You need to track the sales initiative in Dynamics CRM.What should you do? A. Update the original opportunity record.B. Create a new opportunity record for the new offering.C. Create a sub-account for the new offering.D. Reopen the original opportunity record. Answer: B QUESTION 29Your Dynamics CRM organization uses Microsoft Yammer.You plan in enable integration with Yammer to replace the default CRM activity feeds.You need to identify which security rights are required to enable the integration.Which two security rights should you identify? Each correct answer presents part of the solution. A. Dynamics CRM administratorB. Dynamics CRM System CustomizerC. Yammer administratorD. Microsoft SharePoint administratorE. Microsoft Office 365 administrator Answer: AC QUESTION 30You need to create a quarterly goal to measure completed phone calls regarding open opportunities. Which three components should you use? Each correct answer presents part of the solution. A. a calculated fieldB. a goal metric that has the Amount metric typeC. a rollup fieldD. a rollup queryE. a goal metric that has the Count metric type Answer: CDE **!!! 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