

(2017-New-Exams)100% Real Exam Questions-MB2-717 Exam VCE and MB2-717 PDF 65Q Download(Q41-Q50)

2017 New Exams | MB2-717 Exam Dumps with PDF and VCE Free Released in www.Braindump2go.com Today!100% Real Exam Questions! 100% Exam Pass Guaranteed! 1.|2017 New Version MB2-717 Exam Dumps (VCE & PDF) 65Q&As Download: <http://www.braindump2go.com/mb2-717.html> 2.|2017 New Version MB2-717 Exam Questions & Answers Download: <https://1drv.ms/f/s!AvI7wzKf6QBjg2Euq4LoZSr6SJK0> QUESTION 41 You work for an organization that uses Microsoft Dynamics 365 to quote prices to customers. The organization wants to incentivize bulk purchases by offering discounts on purchases of larger quantities. How should you offer bulk discounts? A. Create a Discount List and associate it with the Price List Item directly. B. Create a Discount List, and associate it with the Quote directly. C. Create a Discount List and associate it with the Product directly. D. Create a Discount List and associate it with the Price List directly. Answer: C QUESTION 42 You are the sales manager for a company that utilizes Microsoft Dynamics 365. Your sales department offers seasonal pricing on many of its products by using price lists which are then deactivated at the close of each season. Which two outcomes occur as a result of deactivating these price lists? Each selection represents a complete answer. A. The prices are removed from the default price list field for all of the company's products. B. Any pre-existing opportunities associated with those price lists will continue to use them. C. Any existing sales transactional records will automatically be deactivated until a new price list is created. D. Any existing sales transactional records will automatically associate with the default price list. Answer: D QUESTION 43 You are using Opportunities, Quotes, and Orders in Microsoft Dynamics 365 to manage your sales process. You have created multiple revisions for a Quote. During this process, you have not updated the Opportunity. The customer now confirms the Quote, and you close it as Won and choose to automatically close the Opportunity at the same time. Which statements about the Opportunity are true? Each answer represents part of the solution. A. The Opportunity is closed as Won. and has an Opportunity Close Activity and a Quote Close Activity in the Activities pane. B. The Actual Revenue on the Opportunity is populated with the amount from the Won Quote. C. The Opportunity Line Items have been updated to match the Won Quote. D. The Opportunity is closed as Won. and has an Opportunity Close Activity in the Activities pane as the only close activity. Answer: AD QUESTION 44 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 Quotes. D. Create two Quotes from the same Opportunity. Then, switch the price list on one of the Quotes. Answer: B QUESTION 45 You are working on a sales opportunity for a maintenance company. You learn that the company has a new COO. You need to quickly add this new person to the opportunity. Which form should you use to capture this information in relationship to the opportunity? A. Quick Create Activity form B. Quick Create Campaign Response form C. Quick Create Lead form D. Quick Create Contact form Answer: B QUESTION 46 You are working with the Microsoft Dynamics 365 for Phones app. You have created a new Opportunity to track information that could lead to a sale while visiting a customer and have a Business Process Flow at the Qualify stage. You need to be able to update the record with information for qualifying the Opportunity. What are three items you can capture on the Opportunity to help you manage this opportunity through to a sale? Each correct answer presents a complete solution. A. tracking product returns B. tracking activities related to the opportunity C. tracking Invoice adjustment notes D. tracking competitors E. tracking the products in which the customer is interested Answer: AC QUESTION 47 You are working for a company that is in the process of trying to secure a large contract. As you work with this sales opportunity, you need to manage all the various people involved in the sale, both from the customer and external stakeholder point of view. You need visibility on the Opportunity record to do this. Which type of functionality can you use in Microsoft Dynamics 365 to facilitate visibility of those involved? A. Stakeholders B. Business Process Flows C. Contact Preferences D. Chats Answer: D QUESTION 48 You are using Microsoft Dynamics 365 for sales. Your marketing department has given you a number of illustrated documents that explain your product is superior to various competitors. You have been tasked with adding this material to Dynamics 365 so the salespeople can use and email the material to their prospects, all from within Dynamics 365. How should you complete this task? A. Add the documents to SharePoint and set up the SharePoint integration with Dynamics 365. B. Add the documents as sales literature, and associate them with the right competitors. C. Add the documents as Email Templates associated with the opportunity entity. D. Add the documents as attachments in the notes section for each competitor. Answer: B QUESTION 49 You will be attending a conference, and you want to be able to capture information about the prospects you will meet. You need to be able to upload the lead information into Microsoft Dynamics 365 with the Import Data Wizard. Which two formats can you use? Each

correct answer presents a complete solution. A. comma-separated values (.csv) B. compressed (.zip) C. Excel 97-2003 Spreadsheet (.xls) D. Access Database (.accdb) Answer: AC QUESTION 50 You have exchanged a few emails with a lead and it is now evident that your organization will be able to fulfill the customer's need. You need to proceed to the next step on the sales process and remove the lead from the Open Leads view, but keep it in the system for later review. What should you do? A. Delete the Lead. B. Activate the Lead. C. Close the Lead as Won. D. Qualify the Lead. Answer: A **!!!RECOMMEND!!!** 1. | 2017 New Version MB2-717 Exam Dumps (VCE & PDF) 65Q&As Download: <http://www.braindump2go.com/mb2-717.html> 2. | 2017 New Version MB2-717 Study Guide Video: YouTube Video: [YouTube.com/watch?v=F1VMSBCsqwo](https://www.youtube.com/watch?v=F1VMSBCsqwo)