[Jan-2017-PDFFree Braindump2go Free MB2-713 Dumps PDF 55Q&As Download[11-20

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 11You create a personal view.You need to ensure that both you and a coworker can use the view.What are two possible ways to achieve the goal? Each correct answer presents a complete solution. A.   Email the Fetch xml file.B.   Share the view.C.   Email a link from the Advanced Find ribbon.D.   Assign the view. Answer: BD QUESTION 12Your company has a Dynamics CRM organization.The company plans to use the product catalog.You need to identify which component must be configured before you can implement the product catalog. A.   product familiesB.   productC.   price listsD.   unit groups Answer: C QUESTION 13Your company uses Dynamics CRM Online.You need to provide Dynamics CRM users with the ability to collaborate on CRM data, meetings, and notes with users who do not have a CRM account. Which two actions should you perform? Each correct answer presents part of the solution, A.   Install the Microsoft Office 365 Groups solution.B.   Create a Microsoft SharePoint document library.C.   Enable integration with Microsoft OneDrive for Business. D.   Configure Microsoft SharePoint server-based integration.E.   Configure the Microsoft Office 365 Group Settings Answer: A QUESTION 14Your marketing team is promoting a sale that they will announce by using email. The email message will be sent to existing customers who recently purchased similar products and to potential customers from a purchased mailing list.Any sales made as a result of the sale need to have the pricing applied, the sales must be tracked so that the marketing team can report on the return on investment (ROl) of the initiative.What are two possible ways to achieve the goal? Each correct answer presents a complete solution. A.   Convert the email activities to leads.B.   Convert the campaign response activities to opportunities.C.   Convert the campaign response activities to leads.D.   Convert the email activities to opportunities. Answer: B QUESTION 15You have a Dynamics CRM organization that uses Microsoft OneNote integration.A user named User1 enters some information in a OneNote notebook for an account record named Account. User1 owns the record for Account 1.You need to identify who can open the notebook tor Account1 directly from OneNote.Who should you identify? A.   all of the users who can view a notebook in CRMB.   only User1C.   all of the users who have Read access to Account1 in CRM D.   all of the users who can add notes ro Account1 in CRM Answer: B QUESTION 16You quality a lead for a business account.After several conversations with the business contact you discover that the business used a different vendor.Which record should you deactivate? A.   opportunityB.   leadC.   contactD.   account Answer: A QUESTION 17You need to identify which type of object can be associated to sales territories. Which type of object should you identify? A.   OpportunitiesB.   UsersC.   LeadsD.   FacilitiesE.   Teams Answer: B QUESTION 18You create an Advanced Find that displays all of the open opportunities containing a specific line item.You need to edit some of the records returned from the Advanced Find by using immersive Excel.What should you do first? A.   Click Export to ExcelB.   Click Download Fetch XMLC.   Save the Advanced Find as a view.D.   Create a Microsoft Excel template. Answer: C QUESTION 19 Your company uses seminars and trade shows as its two primary methods to generate leads. You want to analyze which method generates the most leads.You generate a report that displays the number leads generated from trade shows and the number of leads generated from seminars.Which report should you use? A.   Sales PipelineB.   Neglected LeadsC.   Lead Source EffectivenessD. Sales History Answer: C QUESTION 20You create a new mailbox record for a user.You define the synchronization methods for incoming and outgoing email, contacts, tasks, and appointments.You need to ensure that the mailbox can send and receive email. Which two actions should you perform? Each answer presents part of the solution. A.   Set the Is forward Mailbox setting to No.B. Configure the Approve Email setting.C.   Configure the Test & Enable Mailboxes setting. D.   Configure the Apply Default Email Settings setting.E.   Set the Is Forward Mailbox setting to Yes. Answer: BC   !!! 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