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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 21 Your company plans to deploy Dynamics CRM. In the previous sales database, you did not track products. Members 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 identify? Each correct answer presents a complete solution. A. inventory management integration B. automated sales pipeline velocity tracking C. automated revenue calculation D. automated quotes, orders, and invoicing Answer: CD QUESTION 22 You 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 23 You 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 leads C. the combined estimated revenue of all open opportunities D. the combined estimated revenue of all open orders Answer: C QUESTION 24 You have a Dynamics CRM 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 identify 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 Contact1 B. An email activity will be created in CRM that has a connection to Contact1 only. C. An email activity will be created in 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 that has the Set regarding field set to Customer1 Answer: QUESTION 25 You 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 filter C. Set the Goal period as a Custom Period. D. Add a rollup field. E. Add a rollup query. Answer: AC QUESTION 26 You 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 Table. 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 27 Your product line is expanding rapidly and your sales representatives often are unfamiliar with the full 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 list B. a product kit C. a product bundle D. a product family E. a unit group Answer: C QUESTION 28 You 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 29 Your Dynamics CRM organization uses Microsoft Yammer. You plan to 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 administrator B. Dynamics CRM System Customizer C. Yammer administrator D. Microsoft SharePoint administrator E. Microsoft Office 365 administrator Answer: AC QUESTION 30 You 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 field B. a goal metric that has the Amount metric type C. a rollup field D. a rollup query E. a goal metric that has the Count metric type Answer: CDE **!!! 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](#)