

# QUESTIONS & ANSWERS

Kill your exam at first Attempt



**Microsoft**

# MB2-713

*Microsoft Dynamics CRM 2016 Sales*

**QUESTION:** 89

You have a Dynamics CRM organization. Users in the sales department frequently access the organization from a mobile device. The sales department users need to create CRM email activities from email messages, regardless of how the users access the messages. What are two possible technologies that can be used to achieve the goal? Each correct answer presents a complete solution.

- A. the Microsoft Dynamics CRM Web client
- B. Dynamics CRM App for Outlook
- C. tracked folders
- D. Dynamics CRM for Outlook
- E. Dynamics CRM for tablets and Dynamics CRM for phones

**Answer:** A, D

**QUESTION:** 90

You open the My Open Opportunities view. You need to export the data in the view, and then import the data so that the existing records are updated. What should you do?

- A. Export the data as a dynamic PivotTable.
- B. Export the data as a dynamic worksheet.
- C. Export the data and select the Make available for re-import option.
- D. Export the data as a static worksheet.

**Answer:** C

**QUESTION:** 91

You run the built-in Sales History report and you discover that the report shows only data from the last 365 days. You need to ensure that the report shows only data from the last fiscal year. What should you do?

- A. Edit the report definition.
- B. Edit the filter.
- C. Modify the Fiscal Year Settings.
- D. Edit the time format from your personal options.

**Answer:** A

**QUESTION:** 92

Recently, you lost several opportunities to the same competitor. You want to start tracking lost opportunities. You need to identify what information about the competitor can be retrieved from Dynamics CRM. What two pieces of information should you identify? Each correct answer presents a complete solution.

- A. the opportunities at risk to the competitor
- B. the projected revenue of the competitor
- C. the value of each opportunity lost to the competitor
- D. the stakeholders of the competitor

**Answer:** A, B

**QUESTION:** 93

One of your top-selling products is now available in multiple colors. You need to make the color choices available to sales representatives for use in quotes and orders. What should you do?

- A. Update the unit group.
- B. Clone the product for each color.
- C. Revise the product and update the description.
- D. Add a property option set item.

**Answer:** C

For More exams visit <https://killexams.com>



[KILLEXAMS.COM](https://killexams.com)

*Kill your exam at First Attempt....Guaranteed!*