MB2-713^Q&As

Microsoft Dynamics CRM 2016 Sales

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QUESTION 1

Your company wants to integrate the Microsoft Yammer enterprise subscription and the Dynamics CRM organization. The managers at the company are cornered about potential data from CRM being visible to users who do not have a CRM

account.

They want to limit which user can see post in CRM.

In Yammer, you can create a private group named CRM Posts, and you connect CRM to the CRM Posts group. Users report that they fail to see posts in Yammer that are created in CRM. You need to Identity what prevents the users from

seeing the posts What should you identity?

A. The users are not added to the CRM Posts group in Yammer.

B. The posts are not being shared with the team of the users.

C. The security role assigned to the users does not provide access to yammer posts

D. The users are not following any records.

Correct Answer: B

QUESTION 2

You 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 CRM

B. only User1

C. 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

Correct Answer: B

QUESTION 3

You 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.

Correct Answer: BD

QUESTION 4

You 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. opportunity

B. lead

C. contact

D. account

Correct Answer: C

QUESTION 5

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.

Correct Answer: B

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